

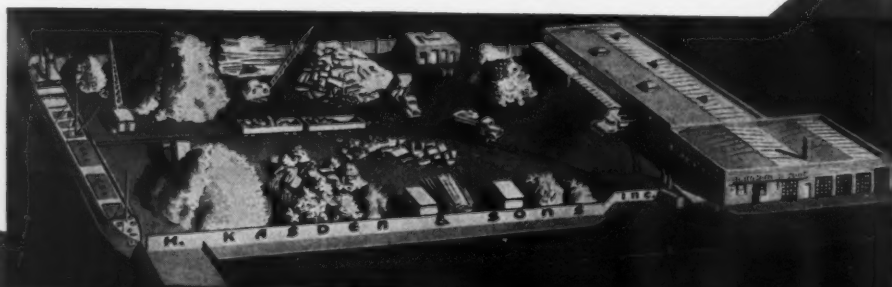


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**INDUSTRY**

**FEBRUARY  
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# Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.  
VOL. 26 - NO. 2 - FEBRUARY, 1948

L. M. BINGHAM, Editor

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# General Electric Keeps Trying To Make Jobs Better

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### GOOD PAY

General Electric wants your pay envelope to contain what's right in comparison with pay for similar work under similar conditions in your plant and community. The skill, care and effort you put into your work—and the way your experience and interest help you do a good job—count in determining your pay. In addition to what's in your pay envelope, there are paid vacations and holidays, pensions and life insurance, suggestion awards and other valuable benefits from your working here.

### A CHANCE TO GET AHEAD

General Electric wants promotions to be made fairly and on the basis of merit. Your ability and your ambition and how well you do your job count heavily in your favor.



### GETTING THE FACTS

We believe that everyone who works at General Electric wants to know what is going on. So we try to tell you about our plans, our successes, our set-backs, and our problems; and in the future we'll be trying harder than ever to get the facts before you.

### STEADY WORK

We are doing all we know how towards insuring a steady flow of orders now and in the future. The better we serve and please our customers with deliveries in these difficult times, the more loyal they will be when sales are harder to make. That's why we are pushing the expansion of our plants and equipment now.



### GOOD WORKING CONDITIONS

General Electric wants you to have a safe, well-equipped, convenient, pleasant place to work. We are on lookout at all times for possible improvements. Your suggestions can play an important part in getting the improved working conditions we all want.

### YOUR IMPORTANCE IN THE PICTURE

Your job—every job—at General Electric is important. If it weren't important, we'd have nothing of value to offer our customers as a result of your efforts. The willingness of our customers to pay for your efforts in the price of the product shows how important is your work. Both you and we should find it worth while for you to have more information about the requirements, responsibilities, and possibilities involved in your particular job.



### GOOD BOSSES

A good boss helps make a good job better. General Electric expects its foremen and other supervisors to give you real help in getting your work done the best way,—and to lead rather than push you around in doing this.

### BEING TREATED WITH RESPECT

General Electric believes that every American is entitled to be treated with respect. You can be sure that everyone in our management aims to see that you are respected as an individual and that your dignity is never in any way offended. The members of General Electric management will continue seeking to deserve similar respect on your part.



### LIKING YOUR JOB

A job is serious business for which you rightly insist on getting proper pay and other important rewards. Yet when we have all done our best on these, there must be plenty of extra ways we can work together to make jobs here both interesting and deeply satisfying. We will be endeavoring to do our part toward accomplishing this.

It's "Good Business" to Try to Make Jobs Better

General Electric, an American institution supported by the savings of almost 250,000 people, providing employment for 160,000 men and women in 94 American communities, produces products that the American people want.

In each of these communities the way General Electric conducts its business is of importance—not only to G. E. people but, to a

greater or lesser degree, to everyone who lives in the community. We believe, therefore, that our neighbors may be interested in this page illustrating one of the many ways General Electric is explaining its job aims to its employees.

We hope the more you know about General Electric, the more you will think of us as a good neighbor.

**GENERAL  ELECTRIC**  
AN IMPORTANT PART OF CONNECTICUT

# Compulsory Health Insurance — Good or Bad?

By EDWARD INGRAHAM, *President*

**R**ECENT extensive discussion in the press and in political circles advocating the adoption of various forms of compulsory health insurance to be operated either by the State or Federal government, leads me to make some observations concerning these programs and their value as compared to private plans which may be improved without killing incentive.

Compulsory health insurance is not new. It was inaugurated in Germany in 1884. Like all paternalistic government programs the trend was toward greater liberality with a comparable increased burden of taxation being laid upon the people. Despite an increase in taxation of from 3% to 7½% of payroll between 1884, when compulsory health insurance was inaugurated in Germany, and 1925, the mortality rate did not decline more rapidly than in other countries without such programs.

At the same time the average duration of illness that incapacitated the individual for work had increased from 14.1 days in 1885 to 29.3 days in 1932, despite marked improvement in medical knowledge. There was also a striking increase of illness over week-ends and year-end holidays, which was discovered to be the result of collusion between patients and physicians. When small medical and prescription fees were imposed to stop the practice of malingering illness, the number of cases dropped from a weekly average of 24,433 in the last three weeks of August, before the imposition of fees, to a weekly average of 9,250 during the first two weeks of September, after small fees were imposed.

In 1911 the National Health Insurance Act was passed in England, largely as a result of political inspiration by Lloyd George and of the general interest in the German program. Since limited space will not permit of explanation of the many details of the British flat rate plan to which workers, employers and government contributed, we can only report that the profound students of public health and government sickness insurance state that progress of health care has been definitely disappointing under compulsory health insurance in both Germany and England. They point out that in England only the barest minimum cost treatment and medicines are provided; that low payment for physicians contributes to superficial care by those who are forced to accept too many patients in order to earn a satisfactory income; that government red tape makes free choice of physicians difficult; and finally, that the administrators of the National Health programs have concerned themselves chiefly with administering cash benefits and curative medicine of limited scope rather than advancing the cause of preventive medicine, which has been advanced so rapidly by American private medical practice. These same weaknesses are also evident in varying degrees in other countries where compulsory health or sickness insurance has been inaugurated.

Although sickness in this country has been looked upon primarily as a family responsibility, from the very earliest days illness, requiring medical care which could not be provided by the family, became a matter of public concern. In many ways such medical care has been given to ever-increasing numbers, together with preventive medical assistance rendered largely through schools and foundations.

Rhode Island, which began benefit payments April 1, 1943, was the first state to adopt a compulsory system of disability compensation. The program was first financed from a 1% deduction out of employees' pay for unemployment compensation insurance because the fund had been built up to the point where it appeared safe to tap it for sickness benefits. However, experience had proved by 1945 that the fund was threatened with insolvency. The law was amended in April, 1946 to substantially reduce the benefits and to increase the tax from 1% to 1½% of the employee's wages for the period from July 1, 1946 to July 30, 1948.

In 1946, California enacted legislation amending its unemployment compensation law to provide cash benefits for unemployment resulting from disability or illness not otherwise compensated for. Obviously there has been insufficient experience under the California law to determine its workability.

During the closing days of the 79th Congress the Social Security Act was amended to permit the diversion of monies paid by employees for unemployment compensation in order that such funds may be made available for unemployment disability. This puts the pressure for the enactment of a sickness benefit law on Alabama and New Jersey, the only two states, other than Rhode Island and California, that require employee contributions to unemployment compensation funds.

The federal government is also exploring this field. During the last session of Congress at least three measures, providing for compulsory health insurance, were actively discussed, and will likely become involved as issues in the presidential election campaign later this year.

As indicated by a study made in 1946 by the Advisory Council of the Unemployment Security Division of Massachusetts, 71% of the employees in establishments employing 20 or more persons were covered by some form of non-occupational sickness or accident protection. Nearly 64% of the persons in plants employing less than 20 persons had some protection against wage losses due to illness. The Association is now conducting a similar survey to discover the extent of the coverage in Connecticut, which is believed to be as high or even higher than in Massachusetts, and which is growing every day, judging from recent insurance company figures in the group accident and health category.

(Continued on page 27)

# Actions With Words

By C. J. ALLEN, Vice-President of Public Relations, The Connecticut Light & Power Co., Waterbury

**A**CTIONS, as the old saw has it, speak louder than words. This is undeniable; but it is worth pointing out at the same time that, as platitudes do, it considerably oversimplifies our range of choice. We can agree at once that doing an action is better than talking or writing about it. But actually, however, our choice is almost never a bleak, definite one of deciding between performance or prose. It is rather a matter of how well we can put words to work for us so to give actions their top effectiveness, to realize their full scope.

Thus, the best, most profitable relationship between language and deeds occurs when one complements and supports the other. When this is so, each one gains added meaning, increases its power, and operates at peak efficiency. When, however, there is only a disjointed, disunited relationship, or when it is one of opposition, then deeds fail to tap their full potential and language becomes debased and loses meaning.

## Communication and Information

A growing realization on the part of American businessmen of the value of these truths in building and maintaining successful enterprises has resulted in the development of an important new business tool, and a great, beneficial change in the climate of business opinion. The tool has come to be known as public relations, and its chief function, one of communication. At a time when individual businesses, as well as society itself, are becoming extremely complex in operation, the need for and usefulness of adequate communication and information can hardly be overestimated. They are, in fact, essential to the continued well-being of our economy.

In a way virtually unknown 25 years ago most top managers today are keenly aware of the importance of explaining to every group with whom they are concerned—employees, stockholders, customers and general public—their problems and decisions in meeting ever-changing conditions. Up until relatively recently most managers contentedly assumed that their work spoke for itself, that as long as their stockholders annually received a slip



C. J. ALLEN

of paper listing the profit or loss figures and comparing them with those of the previous year, that took care of all the communication-information necessary.

Then the great depression came along, and business, and business management, found themselves in the political doghouse. It became painfully clear that if public support and respect were to be regained, employees, stockholders, customers, and the people as a whole needed to be much better informed about the make-up and operation of a private company in a competitive, free market economy than they had been to date. With the facts made handy in easily readable form, with sufficient knowledge for informed judgment, each group can judge soundly and wisely every time. But when they heard only the side of the case presented by the opponents of business, it was natural that they should be partial to it. A recognition of this led forward-looking business executives to set up a department with the job of describing how the specific business actually worked, and of explaining its problems and policies to the stockholders, employees and the public.

The depression seems to me to have been the chief cause in the extraordinary rise of public relations but one would be fairly safe in stating, I think, that even if there had been

no depression business would still have had to set up, though not perhaps so rapidly, public relations departments. The reason for this is fairly clear. The larger companies were becoming incredibly complex in structure and operation and the world with which they were doing business was growing at least equally so. This was especially true for those companies spread out over a wide territory.

Something or someone was needed to communicate, explain and interpret company policies to the world in which it lived and, in turn, interpret public desires and attitudes back to company management. This was all the more necessary in that most enlightened business managers wanted a real, rather than simply a legal, corporate personality. They wanted and needed, as has since been pointed out, to "personalize" the impersonal entity the corporation had become.

For all these reasons smart, progressive management began appointing public relations directors and setting up public relations departments. Soon such great, well-managed corporations as General Motors, Johns Manville, U. S. Steel, General Mills, Standard Oil of New Jersey, began attracting favorable notice with extremely able public relations publications and activity, and smaller companies did not lag behind. (At the present time pages would be required just to list the names of smaller companies doing really notable work.)

## Positive Accomplishments

Such, in very over-simplified form, is a brief history of public relations. There are, it seems to me, a couple of questions which come up naturally at this point and which we may want to ask. How well has public relations done its job? What, in other words, can it point to in the way of positive accomplishments?

Speaking generally, there's an awareness now on the part of business leaders of the desirability of informed stockholders, informed employees, and an informed community that is all to the good. There's a recognition of the fact that the relevant knowledge of each of these groups adds to the resources of a company, just as the lack

of this knowledge on the part of the groups subtracts from a company's resources. To realize this, when a company has some trouble—labor, politics, distribution, or what you will—is usually to realize it too late; and it is then that such resources may play a decisive role.

More specifically, there can be no question about such things as the vast improvement in stockholders' reports. Most companies of any size take considerable pains to get out a report that is a pleasure, rather than an annual chore, to look at and read. Attractively designed and printed, with sharp, striking photographs of various features and processes of the business and its workings, the reports do a superior job of telling stockholders about many phases of his company about which he would otherwise be ignorant, and give him at least an inkling of its human side as well.

### Some Important Considerations

The statement is sometimes heard that the stockholder is only interested in how much profit per share his company made, and consequently the money, time and effort spent on a first-class annual report is wasted. Well, are they really wasted? It is undoubtedly true that stockholders are primarily interested in the profit and dividend picture, but critics of up-to-date annual reports tend to lose sight of some important considerations, among them:

1. At a time when most of the larger companies have more stockholders than employees—sometimes many times more—management would be foolish indeed to ignore the great potentialities of the stockholders in building good will for their companies and boosting its goods and services. The stockholder may be the means of obtaining the most effective and potent kind of advertising—word of mouth. To do this, of course, the stockholder has to know what he is talking about, and what better way can he have of acquiring this knowledge than through his annual report?

2. Stockholders of companies manufacturing or selling consumer goods may themselves constitute an important market for the goods, probably one that should not be overlooked. Annual reports and small stockholders' quarterlies can show stockholders, by pictures as well as words, the process of manufacturing the goods in question, how their quality is assured, what advantages they offer, and can also

serve as an introduction to new products.

3. If American capitalism is to be really healthy, it needs a better informed capitalist class, which means well-informed stockholders and efficient channels of communication between stockholders and management. A well-informed ownership group is a more responsible, more alert, more enlightened one and so, consequently, is the capitalist society in which it lives and functions. It is the responsibility of management to provide the stockholder with the knowledge he must have for enlightened decisions, and to do so in reasonably understandable form. Here, again, annual reports, stockholders' news-letters and the like, have a vital role to play.

### Annual Report for Employees

In addition to immensely improving the stockholders' annual report, alert public relations staffs have in recent years introduced the annual report for employees, with the aim of giving employees a summary of their company's business over the previous year. Some use a single report to serve both employees and stockholders, others issue a separate one for employees, but both make an effort to be as clear and graphic as possible. Whichever method followed, the idea of having a report to employees is, I think, a wise one. The prosperity of the company he works for is surely of no less concern to the employee than to the stockholder and a report to him on the year's business would seem to be simply intelligent policy. And in many cases this policy is not only sensible, but urgent.

Surveys continually indicate that misunderstandings about profits, and wild ignorance of their usual ratio to sales or invested capital are amazingly widespread among workers. Recent ones have shown that workers believe that profits run at an average of 25 per cent after taxes. This is, of course, ridiculous to anyone who knows the facts which are that profits make up on an average between one and ten per cent of sales and five per cent of invested capital in a good year. Workers, like all of us, act upon their beliefs; and when these are based upon false assumptions, there may easily be consequences unfortunate and even disastrous to the prosperity of us all.

The remedy in such a situation must rest in communicating the facts. And here public relations departments have a clear-cut task of giving employees

the facts about their company's business, just the facts, but stating them so simply and clearly that there can be no possible cause for misunderstanding. If employees aren't informed of the exact figures—or the exact details, in the case of controversy—by a source they can trust and believe, then they will be speedily *misinformed* by sources unscrupulous enough to do so when it is to their advantage.

Some companies, as I have mentioned, have made a start with Employee Reports. Most of the large ones have some type of employee magazine or newspaper, and a number are making increasing use of such media as booklets and pamphlets, informational and training films, and posters.

Apropos of employee newspapers and magazines, it is worth remarking parenthetically that one weakness of some of the most carefully prepared is that those responsible for them are apt to forget that they are intended for the common denominator worker, Joe Gaspipe, and that, to anything fancy in the way of vocabulary or sentence structure, Joe will give a wide berth. If a house organ is slanted, in material and manner, at the executive desk, it will be read largely at the executive desk and very little any place else. If you want Joe's readership—and presumably you do if you go to the expense of publishing a house organ—there's only one way I know to get and hold it, and that's by writing up the material he likes the way he likes to read it, in brisk, lively style. The chief ingredients are fairly short sentences, a minimum of long, abstract words and plenty of personalized, homey references. Easy readability is indispensable in the case of serious articles if they are to retain Joe's interest and attention.

### Making Friends With Customers

Able public relations has greatly aided companies in a third respect: in promoting the company and making friends for it with customers and with the community or communities in which it is located. To do this, of course, requires support and support from the top management levels because company attitudes and employee conduct are fundamentally concerned. In a very real sense it is a job for the company as a whole and the employee as an individual.

The courtesy and consideration a customer or citizen receives from a

(Continued on page 33)

# The War is Over . . . . . Why Savings Bonds?

(That's a 50 billion dollar question. In 8 minutes reading time the answers are yours)

BY WILLIAM A. PURTELL, *President, Holo-Krome Screw Corp., Hartford*

## THE PUBLIC DEBT AND YOU

The management of the public debt is of vital importance to every American. It affects the real value of wages and salaries, the profits of business, the number of available jobs, and inflationary and deflationary economic forces. The problem of managing the debt is monumental and requires the cooperation of management and labor. It is therefore appropriate that some of the questions asked by management about the Savings Bonds Program be answered.

### 1. QUESTION: Why not stop selling Savings Bonds?

ANSWER: In 1947 approximately 4½ billion dollars worth of Savings Bonds were redeemed. These redemptions were offset by new sales of 7 billions. If an intensive effort to sell Savings Bonds had not been made, it is obvious that redemptions would

have been far heavier. Without the Savings Bonds program there would have been many billions of dollars of inflationary money available to bid up prices and increase the cost of living.

### 2. QUESTION: What is the connection between the Savings Bonds Program and the public debt?

ANSWER: In the words of W. Randolph Burgess, Chairman of the Committee on Public Debt and Vice Chairman of the Board of the National City Bank of New York, "A central question of debt management is who owns the debt and how widely is it distributed among the people? The national debt is a potential danger when it is held by the banks, for in that form it adds to the money supply, and the money supply is the inflationary factor. If money exceeds goods it tends to force prices up. So, in addition to making every effort to reduce



WILLIAM A. PURTELL

We, the undersigned, agree with the point of view expressed in this article.

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A. F. Murray	Works Manager	Electrolux Corporation
A. E. Payson	President	The Amer. Thermos Bottle Co.
James G. Osmond	President	The Allen Manufacturing Co.
James Jackson	Plant Manager	Bigelow-Sanford Carpet Co., Inc.
E. Ingraham	President	The E. Ingraham Co.
Charles E. Hart	President	Chase Brass & Copper Co.
N. B. Bertolette	President	The Hartford Gas Company
L. Y. Spear	Chairman	Electric Boat Company
E. B. Shaw	Agent	The American Thread Company
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F. S. Jerome	President	The Seymour Mfg. Co.
Charles B. Cook	Vice President	Royal Typewriter Co.
Herbert H. Pease	President	The New Britain Machine Co.
A. H. Quigley	President	The American Brass Co.
E. C. Bullard	President	The Bullard Company
Herman W. Steinkraus	President	Bridgeport Brass Company
Thomas I. S. Boak	Works Manager	Winchester Repeating Arms Co.
R. E. Pritchard	President	The Stanley Works

the total amount of the debt, it is sound fiscal policy to distribute as much as possible of the debt into the hands of investors other than banks, who will hold the debt securely out of the current stream of spending." The Savings Bonds Program is the instrument by which the debt is transferred from the banks to the people.

### 3. QUESTION: Who advocates this method of spreading the public debt?

ANSWER: The American Bankers Association, the National Association of Savings Banks, the Committee on Economic Development, the Investment Bankers Association, the United States Chamber of Commerce, the National Association of Manufacturers, the Committee on Public Debt Policy, the National Industrial Council, A. F. of L., C. I. O., Railroad Brotherhoods, and virtually all authoritative segments of our economic life. 78% of the larger companies in the Nation maintain the Payroll Savings Plan.

### 4. QUESTION: Is the public still buying Savings Bonds?

ANSWER: At the close of 1946 there were approximately \$49,776,000,000 in Savings Bonds outstanding.

ing and at the close of November 1947, there were approximately \$52,008,000,000. A most encouraging feature is that redemptions are substantially lower this year.

#### THE COST OF THE PROGRAM

**5. QUESTION:** *What is the cost to the Government of selling Savings Bonds?*

**ANSWER:** The average cost nationally is currently about 41 cents per \$1000 of sales, an exceptionally low cost for marketing securities. The cost of selling Savings Bonds in Connecticut is even lower—29 cents per \$1000 of sales.

**6. QUESTION:** *Is the Savings Bonds Program conducted economically in other respects?*

**ANSWER:** There are only 384 paid employees in the entire national organization. Connecticut furnishes a good example in economies since the War. During the War the Connecticut organization had a peak employment of 30 salaried employees. The peacetime staff is now composed of a total of 4 salaried employees.

**7. QUESTION:** *Where does the Treasury Department get the money for newspaper, radio and magazine advertising?*

**ANSWER:** All such advertising is donated. The Advertising Council assists the Treasury without charge and radio time and newspaper and magazine space are donated at no cost to the taxpayer. The value of such contributed advertising during the calendar year 1947 exceeded \$26,000,000, and the value of donated advertising for 1948 will probably exceed that figure.

#### YOUR COMPANY AND THE PROGRAM

**8. QUESTION:** *Why should my company promote the Payroll Savings Plan?*

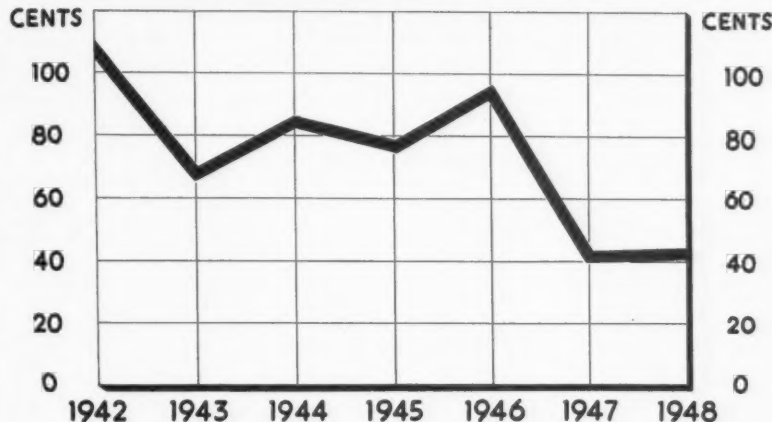
**ANSWER:** The money saved by employees through Payroll Savings not only lessens current inflationary pressures which benefits both the company and the employees, but also serves as a bulwark against any future deflation.

The reserves of buying power thus built up represent future profits of business and help to level off the peaks and valleys in our national economy.

The promotion of the Payroll Savings Plan by management is good em-

## OPERATING COSTS DOWN

### OPERATING COSTS PER \$1,000 WORTH OF U.S. SAVINGS BONDS SOLD (Series E, F and G)



ployee relations because the accumulation of bonds by the employee is palpable evidence to him that he is making an immediate profit on his job. This is the reason that the Plan is such an effective supplement to retirement and pension plans providing future benefits.

A thrifty employee is a better employee. Anything which contributes to an employee's feeling of security and contentment, to his freedom from worry and harassment, contributes to his production and his satisfaction with his job.

**9. QUESTION:** *Savings Bonds are available at banks and post offices—Why not let my employees purchase these bonds at such places of issue rather than through the Payroll Savings Plan?*

**ANSWER:** The really successful plan for systematic savings for wage earners is one involving "saving at the source." Millions of payroll savers would not save nearly so effectively if they were denied the facilities of the Plan and required to accumulate the purchase price of their bonds entirely on their own. Cash is very slippery.

**10. QUESTION:** *With the present cost of living, how can my employees afford further payroll deductions for bonds?*

**ANSWER:** For the very reason that the cost of living is high, it is all the more important that as many employees' dollars as possible be siphoned off into savings. It is the

money spent in small amounts by millions of wage earners, at a time when supply has still not entirely caught up with demand, that contributes to excessive living costs. Regular and systematic savings help to check present inflationary forces, future deflationary forces and stores up buying power for the purchase of your own products.

It is interesting to note that some employers assume that salary rates in a given industry make it impossible for employees to save and still meet current living costs. This assumption does not always take into consideration the fact that most employees are members of family units containing one or more additional wage earners.

Further, official surveys reveal that the best record of Payroll Savings participation is maintained by white-collar workers and other employee groups which are not highly paid. The small minority of employees who are actually unable to save any portion of their earnings are not considered potential bond buyers, but the many advantages of the Payroll Savings Plan to both management and labor should be preserved for the huge majority of employees who can save something.

**11. QUESTION:** *Why should I encourage the purchase of bonds which reduces "take-home pay?"*

**ANSWER:** When management provides a Payroll Savings Plan for its employees, it is suggesting that employees take part of their wages in

(Continued on page 27)

# THE STORY OF BARDEN CORPORATION:

## Specialists in Accuracy Measured in Terms of Millionths of an Inch

BY WILLIAM J. LAUF, Wire Editor, Danbury News-Times

**A**CCURACY and laboratory cleanliness are the watchwords of the Barden Corporation.

This growing manufacturing concern was established in Danbury in 1942 to produce a ball bearing revolutionary in its precision for the famed Norden bombsight—the device that afforded our Air Forces unparalleled accuracy in hitting strategic targets during World War II.

At that time officials of the Barden Corporation and its employees faced the challenge for something completely new in the ball bearing industry—that of consistently producing bearings to a degree of accuracy heretofore obtained only by the selection of a very few from a great many.

Although no longer engaged in manufacturing bombsight bearings, the firm is continuing to meet new challenges for more accurately made bearings to provide for still greater efficiency and endurance in machinery and instruments in which they are incorporated.

The man responsible for the success of the Barden Corporation during the war and for its continued growth since the war is F. Eric Ericson, executive vice president and general manager. Mr. Ericson, with 25 years of experience in the manufacture and sale of ball bearings, undertook the task of building the Barden Corporation when many men with equal experience said it could not be done. His vision and faith in the future kept the concern intact after the war and started it on a peacetime program to manufacture and sell only the highest precision ball bearings required by industry. Many of his friends and advisers said the post-war plan could not be carried out—that there wasn't enough demand for such a product in the entire nation to support it.

Notwithstanding these observations, the program was started and adhered to with the success so apparent in the plant today.

The men who have worked with Mr. Ericson to make the predicted impossible come true have been guid-

ed by a brief but never-changing policy:

1. To make the best ball bearing that has ever been produced and to do it economically.

2. To be willing to make whatever the customer requires as long as he also requires accuracy.

3. To be constantly on the alert for better and more accurate means and methods of manufacture and inspection so that they continue to be the leaders in their field.

As an example of the development of the ball bearing industry to greater and still greater levels of exactness, Mr. Ericson gave the following facts: After World War I parts were produced to within tolerances measured in thousandths of an inch on external dimensions. In later years this allowance was decreased to ten-thousandths of an inch. And today at the Barden factory, as the result of industry's requirement for still more perfection in bearings during and subsequent to World War II, accuracy can be obtained to the seemingly miraculous degree of millions of an inch. Twenty-five millionths, for example, is not at all an uncommon measurement at Barden.

Gages measuring outside diameters of each bearing are so sensitive that they record the minute heat expansion produced in a tiny steel ball that has been held in the palm of the hand for less than a minute.

One might ask, as I did of the chief inspector, whether expansion or contraction due to temperature might affect the bearing mechanism when in operation under warm or cold conditions.

"Absolutely not," he replied. "All of the basic parts of a bearing—that is races and balls—are made of the same material and under the same conditions of temperature in our plant. In addition, final inspection of parts and assembly of those parts are done in the same air-conditioned room where temperature is controlled within five degrees Fahrenheit and the humidity to within two per cent. In other words,

if the ball expands in a certain temperature, component parts will expand in proportion because they were both measured under the same conditions, thus making no difference in the efficiency of the bearings' operation."

Significant of the degree of caution taken in protecting the bearings in final assembly are these measures: Women employees in the department wear rubber finger tips in handling the parts. No moisture from the hand may thus contact the parts. The spacious, well-lighted final assembly room is spotlessly clean.

The finished product is stored in a warm room that is kept so free of humidity that if one were to remain inside for a few minutes his lips would become dry and his throat parched. This storage in extra dry chambers, of course, insures against the most remote

(Continued on page 31)

### KEY TO PHOTOGRAPHS ON OPPOSITE PAGE

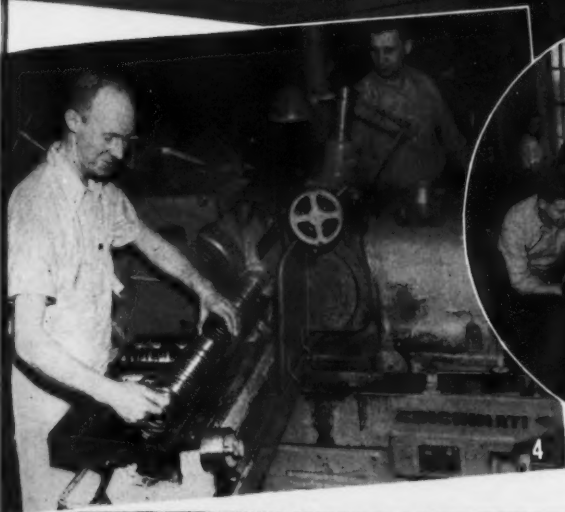
1. AUTOMATICS TURN TUBES and bars of S2100 steel into rings for inner and outer races.
2. SECONDARY OPERATIONS prepare races for hardening.
3. LAPPED FACES are maintained at less than .0001" out of parallel.
4. CARE IN CENTERLESS GRINDING assures roundness of outside diameter to unbelievable accuracies.
5. GRINDING ROOM is kept at constant temperature.
6. PROCESS INSPECTION of grinding. This is one of more than 100 operations in the manufacture of Barden bearings.
7. THIS GAGE is capable of checking balls to .0000025".
8. FOR INSTRUMENT and machine tool bearings, laboratory cleanliness is necessary.
9. TORQUE METERS check friction to an accuracy of .001 in.-oz.
10. EACH BEARING must meet Barden standard of cleanliness.
11. SPECIAL PACKAGING insures arrival of bearings in factory-tested condition.



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# A Report to New Britain

**Wherein the New Britain Chamber of Commerce, Industrial Division Tells the People the Answers to the Questions They Want to Know About: What Becomes of the Money Brought in by 93% of the City's Industry.**

ED. NOTE. Believing that full knowledge of the facts people want to know, about the economic and social contributions of industry, leads to understanding, cooperation and greater community health, the Industrial Division of the New Britain Chamber of Commerce decided last year to discover what the people wanted to know, and thereafter to give them the answers. A letter with an accompanying questionnaire, asking for opinions as to how industrial income was spent, was mailed to a substantial cross section of New Britain's population including teachers, clergymen and professional people. While this survey was being made, the correct data was being received by a certified public accounting firm from the nine participating companies.

The answers to the questionnaire, which sought estimates on percentages in all categories of expenditures as shown in the final report, indicated an exaggerated idea of the share management and stockholders received. These estimates also under-estimated the percentage received by plant workers.

The final correct data compiled by the accounting firm was then incorporated into a 4" by 9" folder-type report and mailed with a second letter to all persons who had received the original questionnaire in order that they might check their own estimates with the exact figures.

This method of reporting by a group of industries in a given community is believed to be the first effort of its kind in the country, and has already received wide acclaim by many people in New Britain, in Connecticut, and by many organizations outside the state, including the National Industrial Conference Board and the National Association of Manufacturers.

Because *Connecticut Industry* believes it is a pattern of reporting facts about industry that will destroy many of the fictions and suspicions that now exist in the minds of industrial employees and countless others not engaged in industrial pursuits, it is presenting this report in the hope that industrialists in other communities of the state may wish to cooperate to produce a similar report for their own community. Any community interested in producing such a report may secure all necessary details from Bernard Kranowitz, Executive Vice President, New Britain Chamber of Commerce.

## THE REPORT

**N**EW times call for new ways. The nine participating manufacturers of New Britain believe that community cooperation is as important as international cooperation . . . that frankness is essential to that cooperation.

These companies, representing over ninety per cent of New Britain's industry, have a large stake in the welfare and progressive development of New Britain. The success of this city . . . economically, socially and politically . . . is an indispensable prerequisite to the future health and progress of these industrial companies.

That leads, quite naturally, to the

question . . . what are these manufacturers doing for New Britain? This report is an earnest effort to give our community a full, fair answer to that question.

It is the belief of these manufacturers and of the New Britain Chamber of Commerce that this "opening of the books" to reveal how much came in during 1946 and where it went will enable New Britain to share more completely in these fruits of industry. Hopefully, this "balance sheet" should be a definite encouragement to the provision of increased professional service and facilities for the health and welfare of all New Britain, to the enlargement of our retail and service facilities, to the more rapid growth

of our institutions for savings and other provisions for future security and to still greater generosity in the support of our religious and charitable organizations.

The following companies participated: The Fafnir Bearing Company, The Stanley Works, American Hardware Corporation, Landers, Frary & Clark, New Britain Machine Company, North & Judd Manufacturing Company, The Skinner Chuck Co., Union Manufacturing Company, Tuttle & Bailey Inc.

## IN FURTHER EXPLANATION

The nine manufacturers whose composite sales and expense figures are included in this report represent 93% of New Britain's industry. Their gross income of \$122,190,884 during 1946 represents *new money* which came into New Britain from the sale of products made here in New Britain and distributed all over the world.

## FIXED EXPENSES

**Materials and Services.** The first item which must be deducted from the total income figure is the cost of raw materials such as steel, brass, copper; semi-finished goods which are not yet ready to ship; and a wide variety of services such as freight, trucking, plant maintenance. Much of this money spent for materials, supplies and services went to suppliers right here in New Britain.

**Taxes.** These 9 manufacturers paid federal, state and city taxes during 1946 amounting to \$7,469,967. About 30% of New Britain's tax revenue came from these nine companies.

**Selling and Advertising.** It must be remembered that New Britain manufacturers are in competition with some 2300 companies located elsewhere and making the same kinds of products we make. It requires a lot of intensive selling and advertising to bring the business to New Britain. During 1946 these nine companies spent \$5,619,132 to sell \$122,190,884 worth of New Britain-made goods.

*The total of these fixed expenses amounted to \$57,037,260 which when deducted from the total sales figure left a Spendable Income for these 9 companies of \$65,153,624.*

# HOW SPENDABLE INCOME WAS DIVIDED . . .

**Wages.** 89% of this Spendable Income or \$58,068,724 went into the pay envelopes of 22,595 office and factory workers. This represented an average income of \$2569 per employee. After paying Federal Income Taxes the average family (two chil-

dren) had a net income from wages of \$2496.

**Salaries.** As an example of the mistaken impression often held as to management's share of Spendable Income it is interesting to note that the 85 officers responsible for the management and operation of New Britain's 9 largest plants received only 2.3% of the Spendable Income during 1946. This means an average salary of about \$17,500.

If we consider the income tax of \$4493 based on the same average family (two children) then the average

net income was \$13,006 equal to the earnings of five factory workers . . . certainly a modest compensation for the responsibilities and abilities demanded of these company officers.

**Dividends.** These 9 companies had 27,221 stockholders in 1946 . . . people who had risked their money to make these companies possible. These 27,221 stockholders received a total dividend of \$3,842,166 which was 5.9% of the Spendable Income. This means an average dividend per stockholder of slightly more than \$141. If

(Continued on page 27)

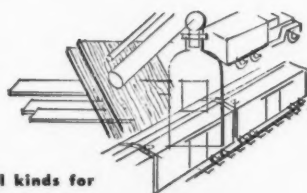
## Money brought into New Britain during 1946 by its 9 leading manufacturers . . . and how it was spent.

Sales of these 9 manufacturers during 1946 amounted to

**\$122,190,884**

Fixed expenses for materials, semi-finished goods and services were

**\$43,948,161**

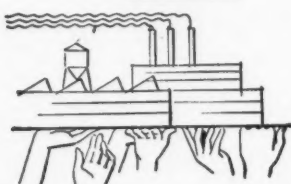


Taxes of all kinds for these 9 manufacturers were

**\$7,469,967**

Costs of selling and advertising

**\$5,619,132**



Total of these fixed expenses amounted to

**\$ 57,037,260**

Leaving a Spendable Income for the 9 companies of

**\$ 65,153,624**

## This spendable income was divided as follows:

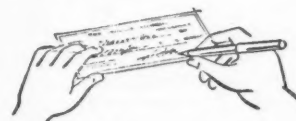
**89% of the Spendable Income** went into the pay envelopes of office and plant workers. This amounted to

**\$58,068,724**



**2.3% went as salaries to the management of these 9 companies**

**\$1,490,050**



**5.9% of the Spendable Income** was paid in dividends to stockholders

**\$3,842,166**



**2.8% was reinvested in the business**

**\$1,752,684**



This accounted for the total Spendable Income of

**\$65,153,624**

# What Brand Names Mean to Connecticut

By HENRY E. ABT, *President, Brand Names Foundation, Incorporated*

**I**N bringing about a clearer understanding among the American people of how brand names and advertising help them in their daily lives, the Brand Names Foundation is continually studying the effect which brand naming has had on the development of American industry.

Of the many influences at work in the course of our industrial and economic development, the constant and dramatic competition between the brand names of different products is the one most obviously apparent to consumers.

The dynamic quality of a competitive enterprise system is apparent to the average citizen principally through the constantly evident competition between identified products. In the advertisements in our magazines and newspapers, on billboards, car cards and in window displays, in radio programs throughout the land, the competitive nature of American private enterprise is constantly visible and audible.

If the manifest benefits to consumers of industry's continual efforts to make things better could be subjected to doubt by attacks that undermine the public's faith in advertising, if these benefits could be concealed by the substitution of government grades for makers' brand names, then the efforts of the collectivists to impose a regimented economy would be vastly facilitated.

One of the purposes of the Brand Names Foundation is to help maintain that basic public faith in brand names and advertising which has made possible the educated demand for the products of American industry that forms the foundation of America's high standard of living.

By telling the public of the things that a manufacturer's brand name stands for—by summing up the responsibility inherent in the act of signing one's name to one's product—by dramatizing the competitive effort to keep one's brand name in the lead—and by publicizing the many other advantages symbolized by a brand

name—the Foundation continually combats those who have selected brand names and advertising as the most important target in the attack on the free enterprise system.

Connecticut industry's role in the development of our brand names system of manufacturing and distribution is one of the best case examples for demonstrating how this system has contributed to our economic development. The industrial history of the Nutmeg State is studded with the names of men who did it first or did it better than anyone else in their time.

And hand-in-hand with Connecticut's progress in the field of production goes the development of new marketing techniques which carried the fame of Connecticut names to the

far corners of America and the world. For Connecticut's manufacturers realized as far back as colonial times the importance of marketing the products bearing their names, and their ingenuity in this respect was equalled only by their productive genius.

Modern generations may have forgotten the extent to which Connecticut products traveled on the wagons of Yankee peddlers. The distribution achieved by the tinware, hardware and other articles made in Connecticut in the early days of our country has been thus recorded in the writings of the elder Timothy Dwight in his description of the travels of these wandering peddlers:

"Every inhabited part of the United States is visited by these men. I have



Certificates were awarded to 206 brand names which have served American shoppers continuously for fifty years or longer. The New York dinner was fourth in a series which will be held in trade centers throughout the United States. Previous testimonial dinners were held in Chicago, Cincinnati and Philadelphia.

I. B. MILLER (right), Treasurer of The Miller Company, at the Brand Names Foundation, New York Area, testimonial dinner at the Hotel Astor, February 5, 1946, receiving from Theophil H. Mueller, president of Julius Kayser & Co., the Foundation's Certificate of Public Service awarded to the brand name "MILLER 1844."



W. S. ALLEN (left), Sales Manager, Winchester Repeating Arms Company, receiving Diamond Anniversary Certificate of Public Service from Henry E. Abt (right), President of Brand Names Foundation. Presentation was made on "Brand Names Day," April 18, 1947.

seen them on the peninsular of Cape Cod and in the neighborhood of Lake Erie. They make their way to Detroit, to Canada, Kentucky, and, if I mistake not, to New Orleans and St. Louis."

The limitations of Connecticut's natural resources were the principal reasons for the state's industrial development. An early writer stated that the people of Connecticut "... were forced into manufacturing if they would stay at home and live. Grinding necessity was the mother of Connecticut manufacture. Waterbury owes her prosperity to the poorness of her soil."

Manpower, inventiveness and ingenuity in finding markets were the resources back of the state's industrial growth. Her water power was by no means the best in the East, and though the state had a good supply of iron ore and a little copper, she had a monopoly of neither. But new methods of making and marketing goods overcame the natural disadvantages to which Connecticut manufacturers were subject. Their accomplishments taught others the importance of abandoning traditional ways and striking out in new lines.

The names of some of those early manufacturers have become milestones in the history of American industry.

In 1798 Eli Whitney, of New

Haven and cotton gin fame, instituted the modern industrial system of specialization of labor and standardization of parts by developing new techniques for the manufacture of firearms made of standard and interchangeable components.

Early Connecticut clock makers,

following Whitney's example, applied the principles of standardization to the manufacture of clocks and by mass production cut costs until the possession of accurate timepieces was no longer limited to the affluent.

Their productive inventiveness was matched by their marketing ingenuity. Eli Terry, noted pioneer in standardizing the manufacture of clocks, traveled long distances to sell his clocks—carrying one in each saddlebag, and a third strapped to his back. Connecticut clocks became famous from Canada to Georgia as new markets for this product were opened up by the wide-ranging, ubiquitous Yankee peddler.

Testimony concerning the success of Connecticut's industrial pioneers was recorded by a British Parliamentary commission in 1854 when it visited the clock works of Chauncey Jerome, who had been trained by Eli Terry.

The superiority of manufacture, the British commission reported, "is not owing to any local advantages; on the contrary labor and material are more expensive than in the countries to which the exportations are made; it is to be ascribed solely to the enterprise and energy of the manufacturer and his judicious employment of machinery."

The know-how and the enterprise which so impressed the British Parliamentary Commission in 1854 was an old Connecticut custom. From the

JOHN FIELD (left), President of The Warner Brothers Company, at the Brand Names Foundation, New York Area, testimonial dinner at the Hotel Astor, February 5, 1946, receiving from A. O. Buckingham, vice-president of Cluett Peabody & Co., Inc., and 1946 chairman of the Foundation, the Foundation's Certificate of Public Service awarded to the brand name "WARNER'S 1874."





RALPH K. REYNOLDS (right), President of the Mallory Hat Company, at the Brand Names Foundation, New York Area, testimonial dinner at the Hotel Astor, February 5, 1946, receiving from George L. Russell, Jr., president of the John B. Stetson Company and chairman of the Foundation's Executive Committee (Mr. Russell died in 1947), the Foundation's Certificate of Public Service awarded to the brand name "MALLORY 1817."

time an Irish immigrant named Edward Pattison started the state's tinware industry in 1740 in a small plant in Berlin the names of Connecticut products have commanded respect in the markets of the world.

Connecticut's firearms and munitions, brass and brass products, machines and machine tools, hats and corsets and locks and hardware, cutlery and silverware and pins and needles, toiletries, lighting equipment and business machines, airplane engines and electric elevators, lollipops and sulphur matches and automatic fire sprinkler systems—these and many more of the products of Connecticut industry are marked with the brand names of manufacturers whose accomplishments will forever provide impressive proof of the superiority of free, competitive enterprise.

Some of these Connecticut brand names have already received the Certificates of Public Service which are given by the Brand Names Foundation to "Brand Names which have been tested by the judgment of the American people for 50 years or more and have won and held public confidence through unfailing integrity, reliable quality and fair pricing." Many other brand names of Connecticut products that have served consumers for more than half a century still remain to be honored.

Among the brand names of Connecticut products which have already received the Foundation's Certificate of Public Service, four are over one

hundred years old, four have received Diamond Anniversary Certificates for 75 or more years of service, and five have rounded out more than half a century. The total record of service represented in 1947 by these thirteen brand names is one thousand and eighty-three years! Since so many of Connecticut's brand names are well over fifty years old, the record of service represented by all of those eligible will be even more impressive.

The thirteen brand names cited thus far, the years in which they were introduced, and their companies, are:

- 1817 MALLORY Men's Hats—The Mallory Hat Company, Danbury.
- 1840 WILLIAMS Toiletries—The J. B. Williams Company, Glastonbury.
- 1844 MILLER Lighting Equipment—The Miller Company, Meriden.
- 1847 1847 ROGERS BROS. Silverware—International Silver Company, Meriden.
- 1857 WATERBURY Clocks—The United States Time Corp., Waterbury.
- 1866 WILLIAM ROGERS & SON Silverware—International Silver Company, Meriden.
- 1866 WINCHESTER Guns & Ammunition—Winchester Repeating Arms, New Haven.
- 1868 YALE Locks & Builders' Hardware—The Yale & Towne Mfg. Co., Stamford.

- 1874 WARNER'S Corsets & Brasieres—The Warner Brothers Co., Bridgeport.
- 1884 LEE Men's Hats—The Frank H. Lee Co., Danbury.
- 1885 DISNEY Men's Hats—Disney Hats, Inc. (Subsidiary of The Frank H. Lee Company, Danbury).
- 1887 HOLMES & EDWARDS Silverware—International Silver Company, Meriden.
- 1893 INGERSOLL Watches & Clocks—The United States Time Corp., Waterbury.

The award of these Certificates to Connecticut brand names, and to some 533 other eligible brands at regional dinners held in nine of the country's major cities during the past two years has served to focus public attention not only on the contributions which brand name manufacturers have made to American progress, but have also underscored the stabilizing effect which the pricing policies of branded merchandise have had on our economy.

As Paul G. Hoffman, president of The Studebaker Corporation, said recently at a dinner in St. Louis when Certificates of Public Service were presented to sixty mid-western brand names that have served consumers for more than fifty years:

"Those of us who sell brand name products dare not be irresponsible. The very fact that our products carry our brand names forces us to think not in terms of the next fifty days, but rather the next fifty years. . . . Prices, of course, must go up when costs go up. There is no magic which will permit even those of us who manufacture and distribute brand name merchandise to sell below cost and stay in business. However, knowing that increases in price do not add to public good will, we deplore them, and consequently engage in a continuing battle to get costs down so that we can keep prices down. That's why we manufacturers of brand name products have led the way in putting horsepower and modern machinery behind manpower."

It is important that the truth about brand names and advertising be made available to the American people. These two features of our economy have been favorite targets of those who would substitute an alien pattern for the American brand of democracy.

For some twenty years the campaign detracting and misrepresenting the function of brand names and advertising continued unanswered. The ex-

(Continued on page 32)

# NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

**THE ANNUAL STATEMENT** of the Anti-Friction Bearing Manufacturers Association revealed that unprecedented demand for consumer goods and industrial equipment in 1947 increased the sales of ball and roller bearings to approximately \$275 million, a 25 per cent increase over 1946.

The Association's president, George Carleton, reported that both employment and sales for the anti-friction bearing industry were at an all-time high for any peacetime year. Sales volume for the past 12 months represented a 275 per cent increase over the last peacetime peak in 1937 while the total number of workers engaged in the manufacture of ball and roller bearings reached 50,000.

★ ★ ★

**ANNOUNCEMENT WAS MADE** recently of the appointment of Hoyt C. Pease as assistant general manager of Stanley Tools, New Britain, including all branch plants.

Mr. Pease became associated with Stanley in 1934 and has been actively associated with the main tool plant in New Britain since 1936. A graduate of Yale Sheffield Scientific School, he went to England for Stanley in 1937, and spent two years at the company's tool plant in Sheffield.



HOYT C. PEASE

**LUCIUS S. ROWE**, assistant general manager of The Southern New England Telephone Company, New Haven, was elected vice president and general manager of the company recently, to succeed Elmer P. Bradley, who retired from active duty on January 31.

Mr. Rowe joined the telephone company as a clerk in the accounting department in 1925 and during the next ten years he held progressively more responsible positions, being appointed

## The Cover



**ALL EYES ARE FOCUSED** on the State Capitol at Hartford as the Legislature convenes in special session to reconsider the controversial Sales and Use Tax. Although *Connecticut Industry* covers have previously carried photographs of the Capitol, the view used this month is particularly spectacular and of more than common interest, with the State flag, flying from the Library and Supreme Court building, included. Josef Scaylea is the photographer.

chief accountant in 1934 and auditor of disbursements in 1937. He was made head of the accounting department in 1942, and was elected assistant general manager in March, 1947.

★ ★ ★

**JAMES LEWIS DUNN**, a director and vice president in charge of industrial relations of Jenkins Bros. Company, Bridgeport, died recently at his home.

A graduate of the Bridgeport Engineering Institute, Mr. Dunn joined the Crane Company, now a part of the Jenkins Bros. plant, in 1913. When the company was absorbed by Jenkins Bros. in 1920 he became chief clerk, and later served as production manager, business manager and assist-

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## **PLOCAR CONSULTANTS**

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ant general manager. In 1944 he was made vice president, and was elected a director in 1947.

Former president of the Board of Aldermen of Bridgeport, he was a member of the executive board of the local chapter, American Red Cross.

He is survived by his wife and three sons.

★ ★ ★

**NORMA-HOFFMANN BEARINGS CORP.**, Stamford, recently announced the appointment of Charles Pomeroy Collins as president and a director.

Mr. Collins formerly served as secretary and general counsel of SKF Industries, Philadelphia. He succeeds Harold J. Ritter, who resigned the Norma-Hoffmann presidency last December. The company has meanwhile been under the direction of an operating committee, headed by Percy Butchard, a director.

The new president attended the University School, Cleveland, Mercersburg Academy, Mercersburg, Pennsylvania, Princeton University, Columbia University Law School, and received his LL.B. from New York University Law School in 1929.

★ ★ ★

**AT THE CLOSE OF 1947** employees of The Lincoln Electric Company, Cleveland, received a total of \$3,800,000 as their share of the net results of the operation of the company for the year. Checks, which were distributed to 1,115 employees, ranged from \$25 for short time employees to \$35,000 for top managerial and engineering talent.

James F. Lincoln, president of the company, revealed that since the inauguration of the firm's profit-sharing plan in 1933, the teamwork and effort of the organization created a production rate in terms of shipments of over \$28,000 per man per year. This rate of productivity per man was claimed to be approximately four times greater than it is in most large electrical manufacturing companies.

★ ★ ★

**JOHN F. DREIER** of Meriden has recently been appointed sales manager of the Hart Manufacturing Company, Hartford, to succeed the late Frank W. Watts.

Mr. Dreier has spent more than 15 years in the various phases of electrical sales and service activities. He is a graduate of Bliss Engineering School, Washington, D. C.

**A NEW PORTABLE ELECTRIC DRILL** has recently been added to the line of Stanley Electric Tools, New Britain. It is suitable for drilling in metal, wood and composition materials, is 8½" overall, and weighs 3¼ pounds.

Features of the new No. 24 Stanley Drill include a strong aluminum die cast housing, sturdy and durable gears, trigger type switch with locking device, three jaw geared threaded Jacobs Chuck, positive cord clamp, three-wire, rubber covered cord with spring protector.

★ ★ ★

**A NEW BULLETIN**, No. P1235, covering thermocouples, protection tubes, and pyrometer accessories, has been published by The Bristol Company, Waterbury. The bulletin gives detailed drawings, complete information and prices covering the accessories for pyrometers, stocked by the company at its main plant in Waterbury and its branch factories in Akron, Chicago and San Francisco.

Copies of the booklet, which also contains engineering data on selecting the right thermocouple and protection tube, are available at the company's Waterbury office.

**THE FIRST ANNUAL SCHOLARSHIP** in cost accounting, donated by the former presidents of the Hartford Chapter, National Association of Cost Accountants, was recently awarded to Leroy H. Sypher, World War II veteran, and ex-prisoner of war at Buchenwald Concentration Camp in Germany.

Mr. Sypher, holder of the Distinguished Flying Cross, the Air Medal and 3-Oak Leaf clusters, is a student at the University of Connecticut under the Servicemen's Readjustment Act.

The scholarship fund for the first year will amount to \$150, of which \$125 is to go to the outstanding student of Cost Accounting at the University. The remainder is to be used for the purchase of accounting texts and periodicals.

★ ★ ★

**TWO NEW INDUSTRIES** have recently been brought to Waterbury to be incorporated in the operations of two subsidiary companies of Sperry Corporation, the Waterbury Tool Division of Vickers, Inc., and Wheeler Insulated Wire Company, Bridgeport, which has leased a portion of Waterbury Tool's former Navy-owned plants on East Aurora St., Waterbury.



**HERMAN A. PAPENFOTH**, secretary-treasurer of the Trumbull Electric Company, Plainville, representing the twenty living past presidents of the Hartford Chapter, NACA (left), presents cost accounting scholarship award to **Leroy H. Sypher** (right). **Professor Raymond A. Ross** of the University of Connecticut's School of Business Administration (center) accepted an additional check to be used by the college for the purchase of cost accounting books and magazines.



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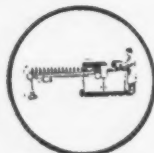
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The Wheeler firm will manufacture magnet wire, ballasts for industrial fluorescent lights and private telephone systems that carry messages more than 10 miles without batteries or outside current.

Meanwhile, the farm machinery program of Waterbury Tool has been supplemented by a line of automotive rebuilding equipment which is being expanded by the recent acquisition of the Hall Mfg. Co., Toledo, Ohio.

★ ★ ★

**PETER PAUL INCORPORATED**, Naugatuck, candy makers, has recently purchased an industrial plant at Dallas, Texas, for the production of the full line of Peter Paul candies.

The Dallas plant becomes the company's fourth manufacturing plant in the country. The others are located at Naugatuck, Philadelphia and Oakland, California. In addition, the company operates coconut dessicating plants in Puerto Rico and in the Philippines.

★ ★ ★

**EMPLOYEES WHO HAVE** served the Chas. W. House & Sons., Inc., Unionville, manufacturers of woven felts, were recently presented with gold wrist watches, fittingly engraved, by President Herbert C. House.

The honored employees shown in the photograph are, left to right: J. Garnet Lodge, twenty-eight years; Joseph Manyak, twenty-nine years; James P. Connelly, twenty-five years; Wendell E. Laird, twenty-seven years; Edward Halnon, twenty-seven years; Earl Arnold, twenty-eight years; Minnie Benway, twenty-five years; Annie Kramer, twenty-five years; Susie Haberen, twenty-eight years; President Herbert C. House, forty-seven years; Vice President Raymond K. Brooks, thirty-four years; James E. Mack and John B. Driscoll, thirty years; Thomas Yabrocky and Harry

Goodale, twenty-nine years service; Edward J. White, twenty-five years, and John Kovall, twenty-eight years.

The firm's sales manager, Fred Engel of New York City, has served the company for thirty-nine years.

★ ★ ★

**WILLIAM J. PROVOOST**, of Stamford, was recently elected president of the Connecticut Chapter, American Institute of Architects.

A graduate of Columbia School of Architecture, Mr. Provoost has been the principal member of an architectural firm under his own name since 1930, except for a brief period when he was associated with Richard Everett, Jr.

Other officers of the group include: Keith Sellers Heine, Hartford, vice president; Victor A. Frid, Hartford, secretary; and Sherwood F. Jeter, Jr., Hartford, treasurer.

★ ★ ★

**OUTPUT OF ELECTRICITY** by the Connecticut Light and Power Company during the week ending December 6 established an all-time record for the company, it was announced recently. A total output of 30,784,182 kilowatt hours during that week topped by 749,177 kwhrs the 30,035,005 kwhrs high set during a comparable period in 1946.

★ ★ ★

**THOMAS H. BLAIKIE** of West Hartford, assistant treasurer of the Connecticut Light and Power Company since 1927, retired from that position recently.

Richard P. Peale of Hartford, an accountant for the company, will succeed Mr. Blaikie. Mr. Peale joined the Eastern Connecticut Power Company, a predecessor of the Connecticut Light and Power Company, in 1925, and has since been a traveling auditor for the company.



EMPLOYEES OF THE Chas. W. House & Sons, Inc., Unionville, who have served the company for a quarter of a century or more.

**TWO BRISTOL PLANT** employees of the New Departure Division, General Motors Corporation, were recently judged winners of automobiles in the General Motors employees contest, "My Job and Why I Like It."

Mrs. Sarah A. Boyle, a clerical employee in the company's shipping department and James H. Bruce, a chucking machine operator, are among 40 top winners selected by a national board of five judges from among 174,855 General Motors employees who entered the contest.

Also named as winners were 5,105 other employees including 81 from the Bristol New Departure Plant and 62 from the Meriden plant. These winners will be awarded other General Motors products including refrigerators, electric ranges, automatic washers, electric ironers and home freezers.

★ ★ ★

**WILLIAM E. SMITH**, president of the Southington Hardware Manufacturing Company, was recently chosen by the Southington Unico Club for its third annual Gold Medal Award for outstanding community service.

Mr. Smith joined the Hardware Manufacturing Company in 1915, becoming its treasurer in 1918 and president in 1937. He is active in church, civic and fraternal activities, having headed the special gifts committee in the drive to raise funds for a new wing for the Bradley Memorial Hospital. He is a member of the Eureka Lodge, IOOF, the Exchange Club, the Southington Country Club and the Elks.

He is a director of the Southington Bank and Trust Company and the Southington Savings Bank.

★ ★ ★

**STOCKHOLDERS OF HARTFORD EMPIRE CORPORATION**, Hartford, voted recently to purchase the 10,000 outstanding shares of common stock of Standard-Knapp Corporation of Portland. Thus the leading manufacturer of glass container producing machinery has broadened its activities by acquiring a leading producer of container handling machinery.

The present officers of the Portland firm will remain in those capacities: A. E. Rideout, president; Malcolm McFaul, vice president; George Ing-ham, vice president and general manager, and J. H. Mosley, vice president in charge of manufacturing. Wallace



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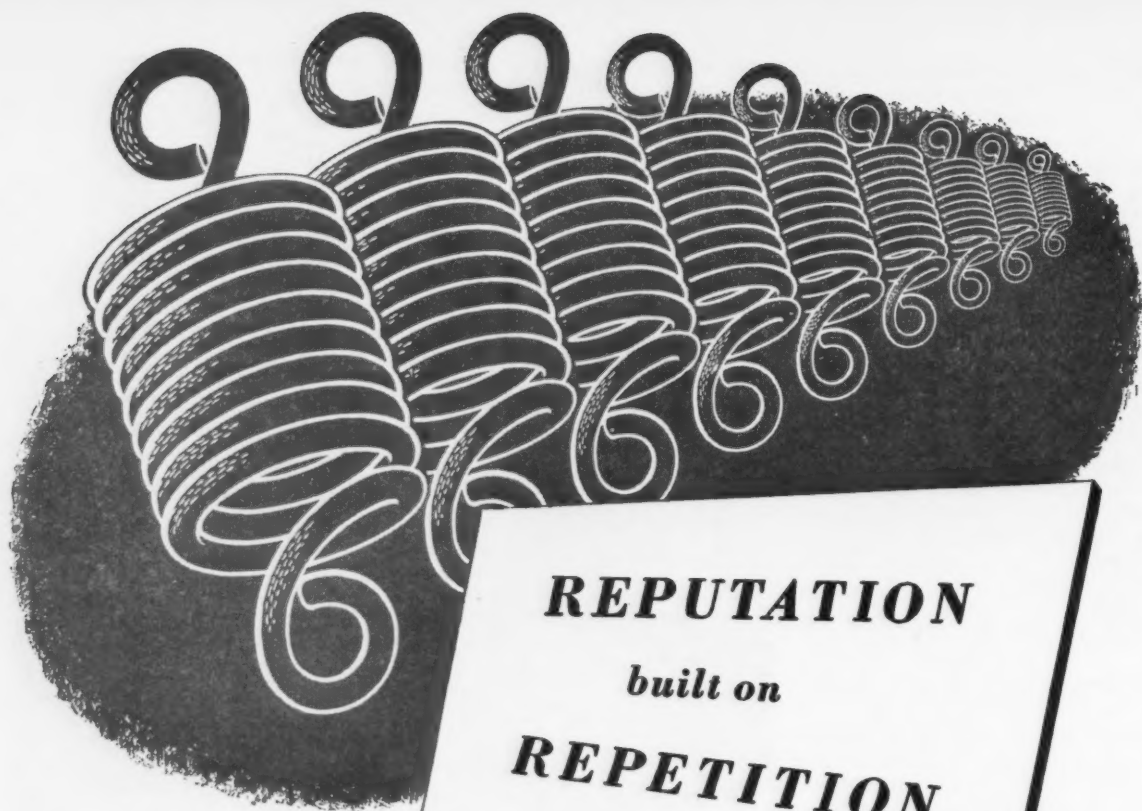
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D. Kimball, chairman of the Standard Knapp board of directors will retire.

★ ★ ★

**FRANK KENNA**, widely known lawyer and industrialist, and president-treasurer of Marlin Fire Arms Corp., New Haven, died recently at St. Raphael's Hospital.

A native of New Haven, he was graduated from Yale Law School in 1905 and practiced law until 1928 when he retired to devote his time to business and industrial interests.

One of his well-known business achievements was the organization of the Associated Realty Co. and the Industrial Co. He purchased space in 42 industrial buildings, offering that space to young men eager to work for themselves. The venture today is represented by 110 small industries, most of which were started with less than \$2,000 capital. This was the forerunner of the nationally applauded "Kenna Plan" for helping veterans to establish themselves in business, which he inaugurated nearly three years ago.

Mr. Kenna was active in philanthropic and civic affairs, being identified with the Knights of Columbus War

Fund Committee, the Special Gifts Committee of the Community Chest, the Red Cross and with U. S. O. drives.

He is survived by his wife, two daughters, three sons and five grandchildren.

★ ★ ★

**A NEW LOW-COST INSURANCE** plan has recently been put into effect for employees of General Motors Corporation, it has been announced by Milton L. Gearing, general manager of the New Departure Division of General Motors.

Features of the new plan include increased life insurance, extra accidental death insurance, increased weekly sickness and accident insurance, and continuing life insurance after age 65 for employees with 10 years of continuous service with New Departure.

Sickness and accident benefits under the new plan will be based on the employee's rate of pay, and may amount to \$29 weekly and be payable for as long as 26 weeks. The company's former insurance plan made no provision for either continuing insurance or income to the employee and

his family during total and permanent disability.

★ ★ ★

**A REVISED VACATION** policy of the United States Rubber Company will now provide three weeks' vacation to those salaried management employees who have completed fifteen years of service.

Other management employees receive two weeks' vacation after one year service. Employees working on an hourly basis receive two weeks with pay after five years, one week otherwise.

Officials of the firm's Naugatuck plant revealed that the new vacation plan is the first step in a long-range plan and that other details would be made known as they are developed.

★ ★ ★

**OFFICIALS OF THE** Bridgeport plant of Singer Manufacturing Company have announced the retirement of Newton H. Hoyt, works manager, after 54 years in the sewing machine business.

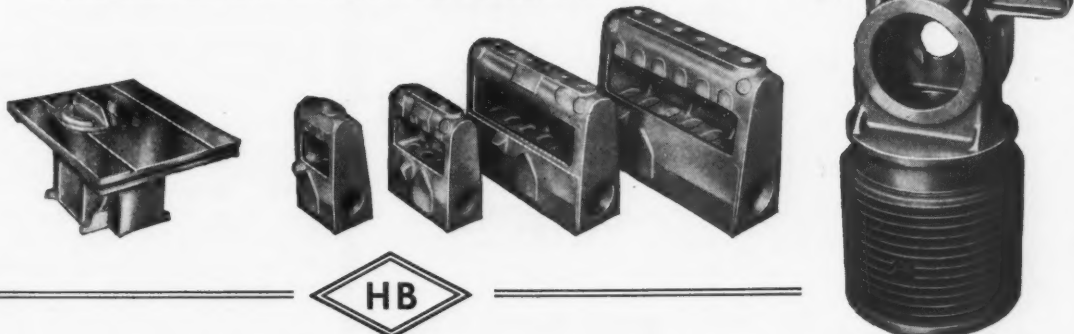
Mr. Hoyt joined the Bridgeport plant as timekeeper and assistant pay-

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master when the plant was the Wheeler and Wilson Manufacturing Company. He was secretary and treasurer of that company when it became part of the Singer organization in 1905.

A resident of Fairfield, Mr. Hoyt served as a member of the Fairfield Board of Education, and was a member of the building committee authorized to build the Roger Ludlow High School, the Stratfield School and the McKinley School. He is a trustee of the Mechanics and Farmers Savings Bank; vice president of the Bridgeport Manufacturers' Association and a member of its advisory committee.

★ ★ ★

**THE ESTABLISHMENT OF** two light manufacturing plants in New Canaan will get under way soon on a newly developed industrial site in that community.

The A. H. Emery Company, which has operated in Glenbrook and Stamford for the past 75 years, and Cushman Brothers Company, Inc., active for twenty years in New York and Stamford, have purchased tracts and are proceeding with plans for the erection of one-story factories.

The Emery firm produces the sensitive working parts of the widely known Baldwin-Tate-Emery testing machines that are used to measure the strength of materials. The precision parts are also used in special projects which are currently attracting news interest. These include the delicate instruments of large wind tunnels for the testing of airplane designs, new apparatus at Wright Field to study giant propellers for high speed planes and rotors for helicopters.

The Cushman company makes designation strips for telephone and telegraph switchboards.

★ ★ ★

**A PROFIT SHARING** retirement plan and trust fund for its employees was announced recently by officials of the Kerite Company, Seymour, manufacturers of insulated wires and cables.

The plan will provide additional financial security for employees when they retire, at no extra cost to the worker. To become eligible for benefits, workers must have been employed by the concern for at least one year and must be 25 years of age. Workers may receive payments from the fund after reaching the age of 65 years or upon completion of five or more consecutive years of continuous employment.

**ROY WHALE**, personnel director of Plastic Manufacturers, Inc., was recently elected president of the Personnel Association of the Stamford-Greenwich Manufacturers' Council, succeeding Joseph Morrow of Pitney-Bowes, Inc.

Other officers of the association include John F. Studwell of the Electric Specialty Co., vice president; Walter Raleigh of the Manufacturers' Council, secretary, and E. G. Kingsbury, secretary-manager of the Chamber of Commerce, treasurer.

★ ★ ★

**THE MAJORITY OF HONORS** in the 17th annual inter-factory safety contest of the Meriden-Wallingford Foremen's Club, were won by the International Silver Company, Meriden. Of nine places in the small, large and intermediate factory divisions, International annexed five.

The annual trophy for the best improvement in safety records over the previous year was won by the Storts Welding Company, with Charles Parker Company in second place and Manning, Bowman and Company, third.

★ ★ ★

**A SPECTACULAR FIRE** totally destroyed the main production building of the Durham Manufacturing Company, Durham, causing a loss of \$100,000. Earl Mathewson, vice president of the company, revealed that full insurance was carried, and that plans will be immediately started for the construction of a new building.

Fed by lacquer, shellac and other highly combustible materials, flames roared 100 feet into the air, illuminating a large area of Middlesex County. The firm's operations are now underway in two small brick buildings which largely escaped the flames.

The company manufactures metal first aid cabinets, metal tool boxes and display cabinets.

★ ★ ★

**THE APPOINTMENT** of Louis J. Baudis as chief engineer of the Bullard Company, Bridgeport, was announced recently by E. C. Bullard, president and general manager.

Mr. Bullard also announced the appointment of Robert W. Waring as assistant chief engineer and of Joseph C. Olson as head of the service and demonstration department.

Mr. Baudis has been associated with the firm since his graduation from

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New York University as the ranking engineer of the graduating class of 1935.

Mr. Waring formerly served as chief engineer of the Bridgeport Brass Company's East Main Street plant and as material and process engineer of the Sperry Gyroscope Company, New York. Mr. Olson has been connected with the Bullard Company since 1935.

★ ★ ★

**A FINANCING PROGRAM** totaling \$8,000,000 for the installation of new generators and the general expansion of facilities was announced recently by William C. Bell, president of United Illuminating Company, New Haven.

Some of the principal items in the construction program are now in progress. Among these were listed the installation of a 30,000 kilowatt turbine generator in New Haven and a similar unit at Bridgeport. Substations will be enlarged and supply cables and distribution lines will be installed as another part of the expansion program.

★ ★ ★

**ACCORDING TO OFFICIALS** of the National Machine Tool Builders Association high levels of business are in sight for that industry during the year 1948.

Realization on the part of most manufacturers that cost cuts and brakes on rising prices can be effected through the re-equipment and modernization of plants, was advanced as one indication that a substantially larger volume of business will be done by the industry during the year.

Other indications listed include prospects of additional orders from abroad; lessened competition for new tools from war surplus machines; likelihood that the construction industry will be more active in 1948; more aggressive sales and educational programs by the industry.

★ ★ ★

**WILLIAM J. McCANCE**, secretary and treasurer of the Barnes Tool Co., New Haven, died recently in New Haven.

A native of Pittsburgh, Mr. McCance came to New Haven as general manager of the Westinghouse Air Springs Co. branch, a position he held until about 20 years ago when he joined the Barnes firm.

He is survived by four sons and a daughter and fourteen grandchildren.

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ERNEST L. GOFF has recently been named general manager of the Wallace Barnes, Dunbar Brothers and F. N. Manross & Sons division of the Associated Spring Corporation.

He will succeed Harry C. Barnes, first vice president of the corporation, who will devote his entire time to the work of the firm which includes all divisions.

Mr. Goff will be succeeded in his former post of factory manager for the three local divisions by Walter E. Froelich.

## Compulsory Health Insurance

(Continued from page 5)

With a Workman's Compensation Act in force in Connecticut, which is probably the most liberal in the United States in giving hospital, surgical and medical care, as well as disability benefits to those injured or made ill as a result of employment in industry, and with constant expansion of private, voluntary programs, the long-run welfare of our citizens lies in the direction of voluntary localized private plans, or those underwritten by insurance companies. I strongly believe this because the evidence in favor of compulsory health and cash-sickness benefit plans is more than offset by studies of these plans which reveal the following outstanding weaknesses:

1. The principle of compulsion in health or sickness insurance by government authority will eventually lead to complete state control in this field.
2. Compulsory insurance programs are based on political interests rather than on social need and public demand.
3. Such plans assume that workers are so improvident or so inadequately compensated for their work that they or their employers must be coerced to provide sickness benefits during periods of disability.
4. Once a system which provides cash sickness benefits is placed on the statute books it inevitably follows that pressure will be exerted to inaugurate government controlled medical care.
5. Compulsory government plans eliminate much of the freedom to choose doctors and reduces the quality of medical care because of "red tape" and lack of incentive which

is given to physicians under a system of private medical practice.

6. Encourages absenteeism and malingering.

Let us work for the greater good of all through improving our voluntary programs while standing firm against the evils that will beset us if we succumb to the high sounding promises of those who advocate either compulsory health insurance or national medical care for all.

## Report to New Britain

(Continued from page 13)

it were possible to maintain the 1946 dividend rate it would require over 18 years for the average stockholder to receive an amount equal to a worker's income for one year.

**Reinvestment.** 2.9% representing the balance of Spendable Income was reinvested in these businesses to assure their continued operation in good times and bad. This amounted to \$1,752,684 which is New Britain's insurance of future jobs and earnings.

*The figures presented in the combined statement of these nine companies were compiled by an independent firm of certified public accountants.*

## Why Savings Bonds?

(Continued from page 9)

United States Savings Bonds—bonds which are safer than cash since they can be replaced in event of loss, and which unlike dollars draw interest. This is the reason why the Treasury emphasizes that participation in the Payroll Savings Plan does not result in less take-home pay, but in take-home savings of a type liquid enough to be easily convertible to cash in the event of an emergency requiring financial outlay.

**12. QUESTION:** *What does it really cost management to operate the Payroll Savings Plan?*

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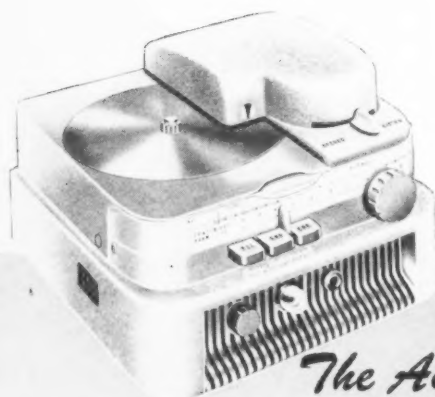
# COMMUNISM



Americans who think, with some cause, that a 1% or 3% sales tax is unfair and falls with especial severity upon the essentials which low-income groups must buy to live, might be stunned to hear that the average Soviet sales tax is 350%. That means instead of paying two or three cents on a dollar purchase, and handing \$1.03 over the counter, you hand over \$1 plus \$3.50. There are tremendous taxes on the most common necessities. Even bread and potatoes, the two basic items in the ordinary Russian's diet have huge sales taxes.

In Leningrad a chocolate bar of the size that costs 5c in America costs \$2.50. It has a sales tax of nearly 1,000%; that is, more than nine-tenths of the cost went to the Soviet State in taxes. Vodka has a sales tax of about 2,500%, which may comfort an American the next time he buys a bottle of bourbon.

Soviet sales taxes are cleverly concealed. For one thing they are part—usually much the largest part—of the marked price of a product, instead of being added by the clerk when you buy it. One way or another, even the lowest paid Soviet worker in turn pays back nearly half his total earnings to the State in taxes of one sort or another . . . and after all is said and done, what does he have for himself but want and cold and misery . . . which he bears in silence—for to complain means banishment to Siberia or death.



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Because of our American Individualism, we not only live better but enjoy more freedom, security and opportunity than any other people on earth. Yes we pay sales taxes. Not 350% nor 150% nor 50%. In Connecticut the sales tax is 3%. In comparison, not too much to pay for old age assistance, better schooling and veterans benefits. Moreover, should you disagree, no one will send you to the salt mines or have you shot for voicing your opinion. Your rights as an individual are fully protected.

American Individualism is opposed to class distinction. When you work you are Labor. If you own property you are Capital. If you farm you are Agriculture. When you vote you are Government. You are all of these—and more—because you are Americans. How can you be divided into classes when you are everything American enterprise stands for when you play the most important part in our American scheme of things the role of the American Individual?

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real cost by not including within the category of expenses chargeable to the operation of your Payroll Savings Plan, those fixed charges which would not be eliminated or decreased by discontinuance of the Plan, e.g., space rental, executive salaries, cost or rental of machines required for other deductions, etc.

**13. QUESTION:** *Should management "pressure" its employees to save?*

**ANSWER:** Certainly not. It cannot be too strongly emphasized that the Treasury Department is as desirous of avoiding pressure as is management itself. However, there is a vast difference between forcing the Plan upon employees and offering a service to employees for their own welfare.

Many steps can be taken by management in making the advantages of the Plan known to its employees—steps which fall into the category of sound promotion and which do not even remotely resemble pressure. For illustration:

(a) Occasional letter to employees which makes it clear that because management is concerned with the security of its employees, it is offering the Plan at its own expense so that employees may have a convenient method of investing regularly in Savings Bonds. This letter need not be paternalistic; a simple, direct statement of the actual facts has usually proved a most effective instrument of good employee—employer relations. The Connecticut Savings Bonds Division is at your service in preparing drafts of such letters for your approval.

(b) Thoughtful and wide distribution of the attractive literature and posters furnished by the Treasury.

(c) Appointment of a Bond Officer, and where necessary, a Sub-Bond Officers' Committee to conduct a canvass of all employees two or three times a year for the purpose of reminding employees of the availability of the Plan and its advantages.

(d) Establishment of procedure whereby new employees are offered the opportunity of signing up **AT THE TIME OF THEIR EMPLOYMENT.**

(e) Occasional house organ publicity. The Treasury's Payroll Savings journal, "P. S." contains excellent material for house organ use; if you are not getting it let the Connecticut Savings Bond office know and it will be sent to you each month.

(f) The Connecticut Savings Bonds

HIGHER  
QUALITY

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COPPER BRAZED STEEL PARTS ARE EXTRA STRONG.  
NEED NO CLEANING AND CAN BE HEAT TREATED

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WE CAN GIVE PROMPT SERVICE ON COPPER BRAZING, SILVER BRAZING AND BRIGHT ANNEALING OF ALL FERROUS METALS. ALSO FURNISH COMPLETE ASSEMBLIES TO YOUR SPECIFICATIONS.

*Send us your inquiries*

**EDW. E. RUSSELL CO.** WOODMONT, CONN.

*"Connecticut's Largest Copper Brazing Plant"*

office will welcome any opportunity to offer additional assistance to you.

### Free Enterprise or Totalitarianism?

The Payroll Savings Plan is concerned with more than one type of "bond"—it is the vehicle by which a bond of mutual interest between employer and employee is established—a relationship in which wage earner and employer cooperate in a matter of vital importance to their mutual welfare and the welfare of the Nation as a whole. But let the words of Clarence Francis, Chairman of the Board, General Foods Corporation, conclude this article—

"Payroll Savings—what are we going to do about it? I feel this responsibility so far as industry is concerned; I feel it's great in this regard. I feel that we are engaged today in a race between free enterprise and totalitarianism. We are going to face a severe world condition in which we must be strong here at home. We must prove now and again that this free enterprise system of ours is the most productive of better living standards.

"Oftentimes I wonder what it would

mean if we, any one of us, brought up in a world where nothing but Communism, Fascism, totalitarianism existed, were smart enough to have developed a free enterprise system and we had become the crusaders of it. My, what men we would be! Why, we would be the apostles of the best economic and political philosophy ever developed.

"Well, that's what we have, and to me it isn't quite satisfactory to say we have gotten it and not keep ourselves everlastingly informed of it, to fight for it, and to carry out those responsibilities which we have as citizens as a result of it.

"Part of our responsibility is sharing our debt. It is in the interest of the national welfare that the citizens do that, and I say that the responsibility of management goes all the way down the line to do what we can to inform the people as citizens, to persuade them to hold bonds and to encourage thrift in the Nation.

"Are we awake? Or have we just reached over and turned off the alarm for a few more minutes of very expensive sleep?

## Barden Corporation

(Continued from page 10)

threat of moisture and resultant rust.

In shipping the bearings, the firm has developed a sealed moisture-proof package that is practically fool-proof. The package withstands 100 per cent humidity and is equally capable of withstanding the low temperatures and pressures of high altitude shipment without allowing any dampness to reach the part sealed inside.

There are numerous branches of manufacture that require painstaking precision in ball bearings used in their products. Quite aside from the instrument field, where high precision is a must, there is the high speed spindle field. Spindles are being made today for machines that produce from 125,000 to 150,000 revolutions per minute. One can imagine the degree of exactness necessary in a ball bearing and its component parts to stand up under such strains, making apparent the necessity for the seemingly over-cautious measures taken in the manufacture of them.

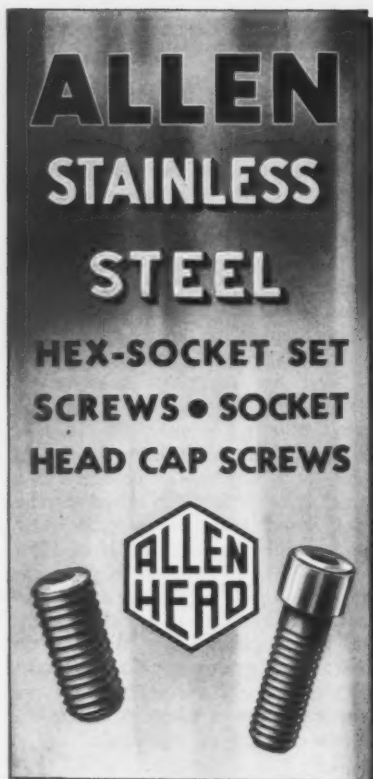


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Large furnace shells or small tong frames — size and shape present no problem for steel plate fabrication. Here at Avery and Saul, trained engineers combine modern flame-cutting and arc-welding techniques with the "know how" of long experience to produce the lighter, stronger, superior weldments sought by industry today.



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for applications where steel is subject to excessive moisture, chemical fumes or corrosive vapors. Made of "18-8 Type" Stainless, non-heat treated, non-magnetic. Set screws: stock sizes #6 to 1/2" diameter; cap screws: #8 to 1/2". N.C. threads only. Class 3 fit; Allen precision fastenings. . . Order of your local Allen Distributor, or write us for samples and literature

THE ALLEN MFG. COMPANY  
HARTFORD 2, CONNECTICUT, U.S.A.

Moving picture projector sound equipment is another field for which Barden produces ball bearings. It may be recalled that some years ago—in fact, not so long ago—there was a fuzziness to the sound of voices and music emanating from the screen. The industry has been working to overcome this undesirable noise and finally turned to the ball bearings as a probable source for some of it. Greater precision in bearings made for the sound track of the projector has given less noise and greatly improved the reproduction of sound.

Optical instruments, where movement of bearings used as rollers might produce variations in readings, is still another field where more accuracy has provided for greater exactness and efficiency. For instance, the United States Geodetic Survey division's cameras used in photo map-making. The slightest irregularity in bearing movement within the camera mechanism would cause variations in the perspective of photographs taken.

X-ray equipment offers a further challenging branch of manufacture in which more accurately made bearings have recently produced added effectiveness. Applied to the vacuum or X-ray tube mechanism, bearings of special materials operating at a temperature of 750 degrees Fahrenheit have allowed for a greater intensity in the actual ray and subsequently enables hospital technicians to probe still deeper for photographs of the human anatomy.

The Barden Corporation continues to experiment daily on new methods to answer industry's cry for better bearings. Glass, stainless steels and tungsten carbides are some of the materials tested. Some of these have been effectively used, but the experiments aimed at reaching new zeniths in precision, endurance and performance go on.

Watching the employees leave the plant after a day's work, one might get the impression that all were office workers. The women, especially, register that idea. Bright blouses and fashionable skirts make up their attire. The men, many of them, are garbed in sports jackets or business suits.

The women wear freshly laundered smocks, not to protect their clothes while at work, but to prevent particles of lint from getting on the parts. They use a little lipstick but no nail polish or powder while on the job. A tiny particle of nail polish or a speck of powder might get on a bearing in the

final assembly or inspection stages and completely alter its characteristics so that it would not give the performance intended.

A layman touring the plant is impressed by the system at Barden where accuracy and cleanliness have become daily habits, as well as by the alert, keen, interested workers and by the modern equipment throughout the plant.

#### Brand Names in Conn.

(Continued from page 16)

tent of the inroads into economic thinking made by these attacks is indicated by the fact that 26 of 29 books listed in the New York Public Library under "Economics of Consumption" are hostile to brand names and the trade-mark system. Even judicial decisions have reflected these economic fallacies by referring to trade-mark preference as "The non-economic snobbish desire of consumers" and by questioning the contributions of trade-mark protection to the economic welfare of consumers.

The unsuccessful attempt in 1943 to impose mandatory government grade labeling aroused a forward-looking group of manufacturers to the need for taking direct action to combat the bloc of economic thought that almost foisted upon the country a system that—by undermining brand names—would have struck at the foundations of all industry. The fact that thirty important national organizations of women and other groups were persuaded at that time to sign their names to advertisements in Washington papers in support of the mandatory government grade labeling plan indicated the seriousness of the threat and the need for action.

Out of this need the Brand Names Foundation was born. Supported now by manufacturers in all branches of industry, by broadcasting companies, advertising agencies and by many of the country's leading newspaper and magazine publishers, the Foundation is continually engaged in telling the true story of the brand names system and of advertising.

The award of Certificates of Public Service is only one of many ways in which this story is dramatized for the public. In press releases, cartoon features, magazine articles, radio programs, school and women's club dis-

cussion programs, the Foundation tells the public that:

1. Brand names are manufacturers' pledges that they will stand back of their products.
2. Consumer loyalty to widely advertised brands supports low-cost mass production.
3. Competition between brand names makes for constant product improvement.
4. Brand names knowledge, learned through advertising, saves thousands of hours of shopping time each year.
5. Brands and advertising stabilize employment.
6. The brand system and advertising provide maximum opportunity for free choice and the satisfaction of individual taste.
7. The informative process of advertising provides the revenue that guarantees an independent press and radio.

Many advertisers are repeating these same points in product advertising and in institutional copy. Magazines and newspapers are telling the story in their editorials and in advertising space which they contribute as a public service.

As this informational program continues and grows, as the significance of brand names is explained and repeated, as confused economic thinking is enlightened and clarified, more and more people will come to understand what brand names mean and have meant—both to Connecticut, and to America.

### Actions with Words

(Continued from page 7)

company, or the lack of it, the efforts a company takes to be a good neighbor in the community and to make it a better place to live, or the absence of them, are obviously far more influential in forming individual attitudes than any amount of words printed in advertisements or booklets, or spoken on the radio. And the composite of individual attitudes forms that of the public.

With the support of public relations-minded chiefs and the full company cooperation that they can assure, public relations staffs can and have

done some brilliant, extremely effective work. In the end, however, such a result must be based upon enlightened company actions and policies. And whether these are enlightened or backward, they are, inescapably, the foundation, frame and material of the public relations structure. This is just as true from the viewpoint of stockholder and employee work as from that of customer and general public. Public relations can provide skillful, attractive designs, keen, adept verbal tools, and specialized workmanship of high competence, but the strength and solidity of its structure can be no better than the raw material used—company actions and their relationship to standards generally accepted or newly set up by society.

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Factory at  
**NEW HAVEN**

✓ *Rated Tops*  
FOR EFFICIENCY AND ECONOMY

**GENERAL ELECTRIC**  
Water Coolers

✓ *Rated Tops*  
FOR SERVICE AND DEPENDABILITY

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RENTAL-EQUITY PLAN



## INDUSTRIAL Relations — Law

By FREDRICK H. WATERHOUSE  
Counsel

SOME further rather interesting results arising from the decision of the National Labor Relations Board to deny participation in elections by unions which have failed to file non-Communist affidavits include the following: (We referred to one last month and will continue from there.)

If, in addition to the non-complying union, there is an eligible union seeking recognition, the employer may petition the Board for an election. However, the only union which will appear on the ballot will be the complying union, as the Board will not permit the non-complying union to appear on the ballot. In case the complying union does not win the election, the employer will be without a union for at least a year, since the Board will not order a new election for a year even though the non-complying union files the necessary affidavits within the year.

However, the employer is not completely out of the woods since the non-complying union may still continue

its organizational efforts and its demand for recognition even though it cannot secure the benefit of a Board election. On the other hand, if the complying union does win and is certified by the Board, the non-complying union must, in effect, retire for the period of the contract with the successful union, as it is prevented by the Taft-Hartley Bill from striking for recognition under such circumstances. If you are confronted with a claim for recognition by a non-complying union or if you now have a contract with such a union, it would seem advisable to explore the situation quite thoroughly as to possible results from your future actions.

★ ★ ★

**THERE HAS BEEN** rather extended discussion and consideration of the attitude which employers should take with regard to recognizing or continuing to deal with unions which have failed to file non-Communist affidavits as required by the Taft-Hartley Bill. The problem involves a direct deci-

sion in many instances between a matter of principle and the practical problem of everyday operations. It is recognized that in some instances a considerable amount of intestinal fortitude is necessary to adhere to the principle of refusing to deal with Communist-dominated organizations. Nevertheless, the matter of principle is squarely before us and, like all matters of principle, might better be decided when first presented and on its own merits without temporizing because of incidental practical considerations. Any such temporizing is merely to postpone the eventual day of reckoning and increases rather than decreases the difficulty of decision.

If an employer is reluctant to deal with any such union as a matter of principle, it would seem advisable to make the uncompromising decision at the first opportunity and to consistently hold that position. To delay or equivocate weakens the practical as well as the moral advantage in an uncompromising position.

Furthermore, there would seem little question that public opinion would by sympathetic with an employer who stood by his convictions in refusing to deal with an organization whose expressed motive is the destruction of our form of government. Any retreat from a firm stand or any compromise of such principles might well alienate or destroy such public support. If an employer is willing to compromise his principles because of supposed material gain, the employees and the general public must be excused if it likewise takes action which it is told

(Continued on page 48)

Advertising  
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Since the days of the Yankee Pedlars, enterprising Connecticut people have been selling their wares the world over. Small manufacturers have become large manufacturers; and new manufacturing establishments have a way of springing up in Connecticut. They are small today; they are big tomorrow. We particularly like to help those little manufacturers become big manufacturers by bringing into their young and vigorous organizations our background of forty years of advertising service to Connecticut manufacturers sparked by our young and vigorous staff. Can we help you?

**MANTERNACH, Inc.**  
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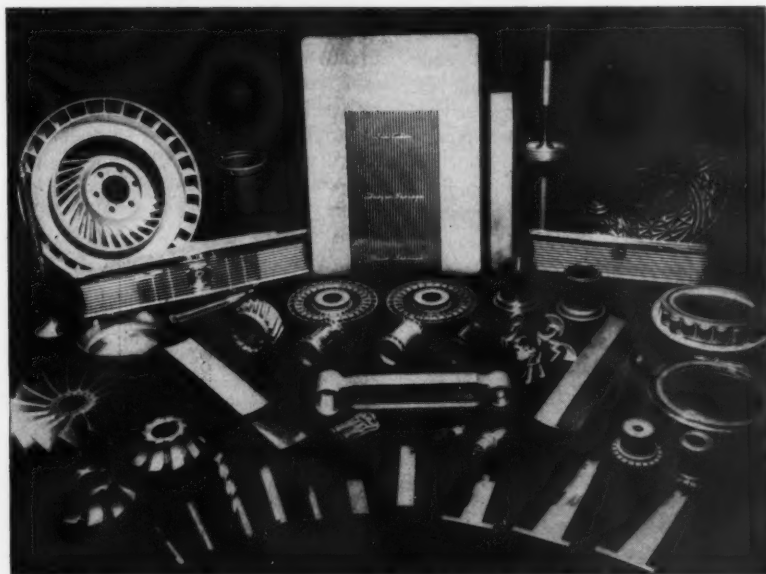
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## LIQUID HONING IS A *Smooth* SOLUTION FOR **ROUGH** FINISHING PROBLEMS

Within the past eight years a Milwaukee manufacturing and development company has revolutionized the production and manual finishing of metal surfaces by imparting a blast of chemical emulsion and fine abrasive in solution at a high velocity against metal surfaces. The process also has been widely adopted by governmental agencies and industry for new parts and

large-scale rehabilitation projects. Hundreds of Vapor Blast machines are now in operation throughout the United States and foreign countries, with a representative group of both manual and high production Liquid Honing machines in New England. (A number of these may be inspected by appointment.)

**\*TOP SECRET — Mr. Purchasing Agent:** One of the greatest opportunities for cutting your metal finishing costs may be through the use of Vapor Blast Liquid Honing. These machines have been acclaimed wherever demonstrated at technical expositions for methods engineers, industrial designers, and metallurgists.



Sample parts showing some of the many finishes as applied with Vapor Blast Liquid Honing: (a) deburring; (b) polishing; (c) decorative two-tone effects on production parts; (d) improved lubrication of bearing surfaces.

### Variety of Work Performed

- Deburring small brittle burrs
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Intricate dies are quickly Liquid Honed, removing directional finish lines, giving extended die life, and shortened breaking-in time.



Satin-matte finishes are a functional and decorative "must" for new products. Liquid Honing is a superior and most economical process for these applications.



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**VAPOR BLAST MANUFACTURING COMPANY**  
MILWAUKEE 3, WISCONSIN

See Display, Booth No. 124, Aste Show, March 15-19, Cleveland, Ohio

## WHO SAID IT PAYS TO ADVERTISE

I've often wanted to meet the man who said, "It Pays to Advertise." I'd like to ask him the question: WHO does it pay? The printer? The engraver? The publisher? The agency? The answer is obvious.

But—does it pay the guy who's footing the bills? And the answer to that one should be a loud and positive: *It certainly should!*  
No, it doesn't pay to advertise—unless you do it right!

  
Ed Receman  
Advertising Consultant

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Hartford

Telephone 7-7214



## EMPLOYMENT NOTES

By JOHN P. AHERN

Executive Assistant

WHILE several of the county medical societies have remanded the prepaid surgical and obstetrical insurance plan proposed by the Connecticut State Medical Society back to that organization for further consideration, and with recommendations for broadening of the plan's provisions, we feel that you will be interested in the high points of the program. A complete copy of the report of the Committee on Prepaid Medical Care will be furnished if desired.

Injuries and diseases compensable under the Workmen's Compensation Law will not be covered in the program.

A master schedule of surgical indemnities, including usual pre- and post-operative care is included in the program, with a maximum total for any operations performed at the same time being \$150. Operations that are not separated by three months shall be deemed to have been performed during a continuous period of disability, and if performed through the same incision, shall be considered one operation. In addition to the formal schedule, indemnities are payable for cutting operations performed while the patient is confined in a hospital.

Member doctors will participate in the plan by agreement with the Society to accept the amounts in the indemnity schedule as full payment for the procedures listed as full payment by persons coming within the eligible income group. This group has been defined as individuals whose incomes do not exceed \$2,000 per year and whose total aggregate family income is not in excess of \$3,000. Those exceeding these limits can apply the indemnity fee toward the physician's total bills.

In the low income group, where the fixed amounts constitute the sole payment, the individual will authorize that the payments shall be made by the insurance carrier direct to the physician. The Society expects that insurance companies licensed to underwrite the program will incorporate the benefits into "the hundreds of existing group insurance plans in the state as well as through the adoption of the program by many new groups." The Society is "optimistic that ways and means will be found to market this type of insurance to individuals and families on a large scale, but the underwriting and sales problems to be solved are obviously more difficult than in the case of groups of employees."

Insurance policies covering the program must be submitted to the Society for approval, which will be limited to surgical and obstetrical benefits and certain anesthesia services. If the policies meet the minimum standards of coverage, the insurance company can then use the statement that the benefits are approved by the Connecticut State Medical Society in its policy forms and promotional literature.

A committee of the Society will be appointed to confer with companies underwriting the plan on questions which arise in connection with the program. This group will also take appropriate action upon administrative matters and complaints of either persons insured or doctors participating. The committee can act in the name of the Society to carry out the principles of the program.

At the present it is not planned to provide X-ray benefits because of their inclusion in Blue Cross contracts. This latter organization has recently incorporated a company to underwrite benefits of the type just described.



## FEDERAL LEGISLATION

By DANIEL B. BADGER

Attorney

THE list of major legislative proposals submitted to Congress by the President this year covers a breadth of range unequalled since early New Deal days. Perhaps the only big issue omitted is labor control, which received the lion's share of attention and debate during the first session. It seems probable at this time, however, that the problem of inflation control will emerge as the most controversial and spectacular of the many subjects to be considered during the second session.

It is, of course, true that many of the other issues deserve equal attention in terms of ultimate importance. Among these are the question of tax revision, the European Recovery Program, and the modification of Wage-Hour Laws. But, for various reasons, it does not seem likely that the contest over these matters will attain the public prominence in store for anti-inflation measures. The sharp divergence between the President's "tax adjustment" plan and the Republican tax reduction bill will necessarily be set-

tled behind the scenes, for a tax measure combines the simple and age-old aspect of where the burden shall be placed and the technical element of how to devise the proper machinery. Neither of these questions lends itself to extensive debate in the halls of Congress or in public forums. On the issue of the European relief program it must be recognized that there is already a large measure of agreement and that debate will center more around details than principles. As to Wage-Hour Law modification, which chiefly concerns the raising of minimum wage levels from the present 40¢ per hour to 65¢ or 75¢, it can be expected that public interest will not reach its full level now because present economic conditions will minimize the immediate effect of such a change.

The high cost of living, on the other hand, is a matter over which citizens in the country are at present very much aroused, and they feel that the government should do something about it. At the same time, there are probably very few persons in the administration, in Congress, or in the nation,

who sincerely believe that they know what the remedy for inflation should be. Whatever proposals are advanced can, therefore, be little more than economic theories or experiments. The issue is not, as in the case of labor control or tax legislation, one of choosing between alternative correctives which would have a known effect on the interests of different groups; it is rather one of deciding in the first place what remedy *might* work, and then measuring its effect.

It is probable that the President and his advisors do not have any well-conceived notion now of how they would apply the controls which the administration has asked authority to impose under the ten-point anti-inflation program submitted at the special session. They have, nevertheless, adopted the position that controls over prices and distribution must provide the ultimate solution. On the other side of the picture, the Republican majority in Congress has recognized that, even if they do not privately believe that governmental controls of any kind will strike at the real causes of inflation, it is impossible to ignore the popular sentiment in favor of some immediate steps to nail prices down. The anti-inflation bill passed at the special session probably represents, therefore, more of a temporary expedient to meet public pressure than a final solution.

Thus, it can be said that so far the administration's controls program and Congress's anti-inflation measure are no more than preliminary moves, and that this session will see the same issues debated more sharply than before. If

(Continued on page 42)

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Fuller Wet Mops are better because the cotton yarn has been subjected to six thorough tests . . . tests for twist, tensile strength, both wet and dry, absorbency, wear, shrinkage, and rate of absorption. All these qualities are important in a good mop. That is why Fuller research experts are continuously testing cotton yarns — to assure you that every Fuller mop has the proper balance of these essential features. No single quality is built up at the expense of another. So, for the best in industrial mopping, get the scientifically developed mop — the Fuller Cotton Industrial Wet Mop.



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INDUSTRIAL DIVISION

3616 Main St. • Hartford 2, Conn.



## EXPORT NEWS

By RICHARD F. AMES

*Export Manager*

**W**HILE it is not always advisable to strike generalities from any given set of conditions, the widespread imposition of import and exchange controls by the Latin American countries since the War can be found in large measure to have arisen from the same or similar underlying causes. With that in mind, there is presented below as being typical a concise first-hand account of events leading to the adoption of present import quotas and exchange controls by Colombia. It is told with only slight additions in a letter bearing a December 1947 date line received recently by an eastern Connecticut manufacturer from his agent in Cartagena and passed along to this column:

"As we have had many inquiries from exporters in the United States as to the exchange conditions in Colombia at the present time, we would like to give our views on the subject and the probable future developments.

"Without going into any actual figures, we can inform you that in the last two quarters of 1946 and first two of 1947, our Exchange Control Board was giving import licenses for practically anything that was asked for, in the hope of re-stocking the many items that had been absent or scarce during the war. They went even so far as to grant licenses for anything that the importers could show was ready for shipment in a U. S. port, without any other criteria as to its necessity in our economy. However, it soon turned out, that the reserves of dollar exchange that had been built up during the war were dwindling at a very fast rate. It became apparent that, if things were not changed, the country would soon run out of its reserve, which it wanted to keep for useful items, especially to our agriculture and incipient manufacturing. It

was then decided to put imports on a day-to-day basis in relation to the exports. It was then that the present system of 'Basic Quotas' was established.

"However, the setting up of the system, its organization and the compilation of the necessary data, took quite some time. Meanwhile, the issuance of practically all licenses was stopped, except for very essential items. At the same time this was happening, all our ports were congested due to great quantities of merchandise that were coming in from indiscriminate issuance of licenses a few months before. These great quantities of merchandise came in also at a time when the Magdalena River, the main transport route to the interior markets, was in very low water, this contributing to the congestion of the Atlantic ports, Barranquilla and Cartagena. Since importers in Colombia cannot get foreign exchange for the merchandise imported until it is nationalized and the import manifest is cancelled, and during the ports' congestion this took quite a while, payment to the shippers

in the United States and other countries was somewhat delayed.

"At present, and due to the drastic restrictions of the past few months, the quantity of incoming merchandise has been so small that there is no congestion of any sort in our ports. In fact, the situation is now the opposite, the rains having brought a lot of water to the Magdalena River; but, instead, there are quite a few river boats tied up for lack of cargo.

"Under the new 'Basic Quota System' each importer was assigned a 'Quota' on the basis of previous imports (during the years 1944, 1945 and 1946). On the basis of the total of quotas given to all importers, the Control Office figures on the availability of dollars from quarter to quarter, and assigns importers a percentage of their quotas. Up to now we have been given 15% of our yearly quotas for the 3rd and 4th quarters of this year for merchandise on preferential, first and first-bis groups; and 3% for the third quarter and 5% for the fourth quarter for merchandise on the second, third and fourth groups. If they continue with these percentages, it means that we shall get roughly from 70% to 80% of our previous imports.

"Exchange conditions are now on a stable basis because of the policy of assigning percentages of the importers' quotas in relation to the availability of dollar exchange. However, licenses will still have to be obtained, and should be carefully examined by the exporter before filling an order, since (according to the type of import license issued) they will carry

*(Continued on page 48)*

PHONE - NEW BRITAIN - 90091

### DESIGN for Connecticut Manufacturers

Mechanical knowledge and ingenuity, backed by years of practical experience in engineering, design and manufacturing, has made it possible for us to solve many design and development problems for Connecticut manufacturers.

May we help you with yours?

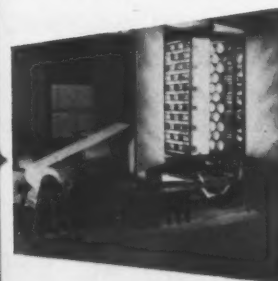
*Special Devices*

Serving Connecticut Industry and Science

BERLIN, CONNECTICUT

ONE BLOCK FROM RAILROAD STA.

### ANOTHER SPECIAL DEVICE



ASSIGNMENT NO. 1056—Develop machine for continuous impregnation of paper with uniform quality at high speed with low maintenance. Above illustration shows prototype in operation.



## TRANSPORTATION

ERWIN H. TUTHILL

*Traffic Manager*

### REOPENING OF DIVISIONS CASES

Due, in part, to the insistence of the shipper representatives, including your Association, during the various hearings under Ex Parte 166, Increased Freight Rates, 1947, the Interstate Commerce Commission has decided to reopen for further investigation Dockets No. 24160 and 29390, as petitioned by the railroads in Official Territory. These dockets involve a division of rates on traffic moving between points in Official Territory on the one hand and points in the South and Southwest respectively.

You will remember that in Ex Parte 166 the carriers in Official Territory petitioned the Interstate Commerce Commission for a 41% increase of rates, whereas the carriers in the other territories requested only a 31% advance. It was the position of the shipper representatives that if the division cases which set the percentage of a freight rate which accrues to the carriers in the territories involved on

interterritorial traffic were proportioned equally on the basis of mileage, it would not be necessary for the railroads now serving the Northeast to request a higher increase. At the time of the original decisions in these division cases, it was felt that the cost of handling traffic in the South and Southwest was higher per mile than in the Northeast. Therefore, the southern and southwestern carriers were allotted a higher proportion of the through rate either on a straight percentage basis or by a percentage increase of the mileage actually traveled within the territory. Since that time, however, in Docket No. 28300, the Interstate Commerce Commission has apparently reversed its opinion and stated that the cost of handling freight could be considered approximately the same per mile in all territories east of the Rocky Mountains. It is to be hoped that this petition on the part of the carriers in this area will be successful and will result in a lower percentage increase in freight rates that the Connecticut shipper will have to absorb.

### PROPOSED LEGISLATION OF INTEREST TO SHIPPERS

In addition to proposed legislation concerning the St. Lawrence Seaway and Power Project and permission for carriers to make agreements concerning rates with the approval of the Interstate Commerce Commission not subject to indictment by the Antitrust Division of the Department of Justice, as outlined in this column in November, there are several other proposals which will come before this session of Congress which will be of interest to shippers. They are as follows:

S. 571. If enacted will set a three-year limitation for the filing of over-charge claims or balance due bills in motor carrier or freight forwarder service.

S. 935. If enacted will increase the present two-year limitation on over-charge claims and balance due bills presently in effect with railroads and provide a three-year limitation for railroads, motor carriers and freight forwarders.

These proposals are of particular interest, as to date only the railroads are governed by a statute of limitations promulgated by the Federal Government. Freight forwarders and trucking companies are subject to the limitation provided by state laws, which in Connecticut is six years. However, the motor carriers have recently placed rules in their classifications to the effect that they will not accept over-charge claims filed after two years from the date the action accrues. No such limitation was placed on the collection of balance due bills.

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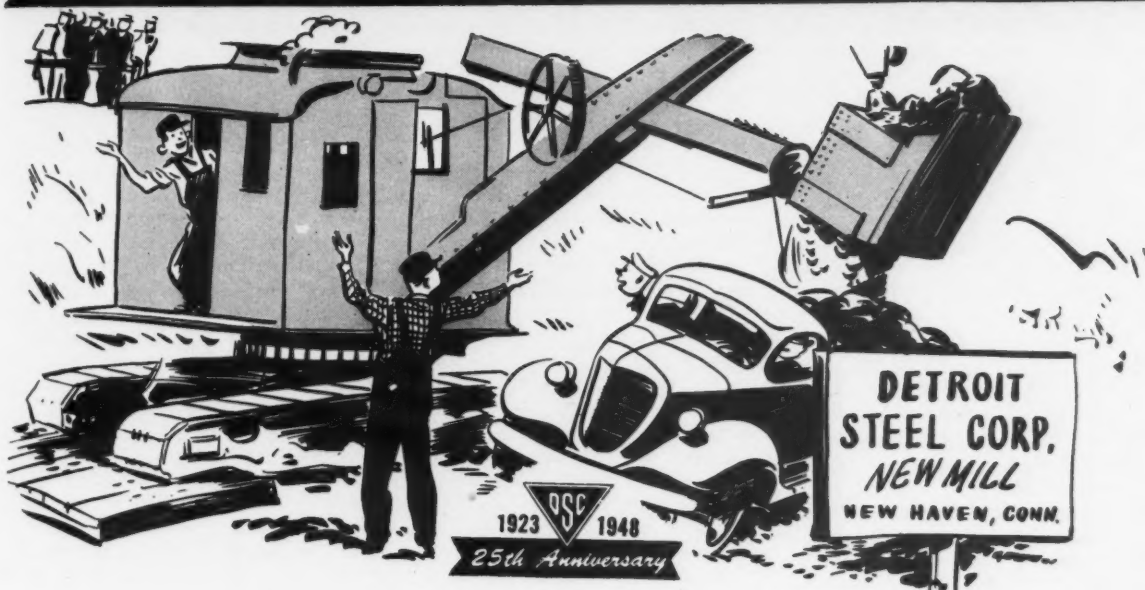
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Therefore, if S. 935 is enacted, it will greatly clarify the present situation.

S. 1194. If enacted, this proposal will place motor carriers and freight forwarders more nearly on a parity with railroads as far as regulation by the Interstate Commerce Commission is concerned. When Parts 2 and 4 of the Interstate Commerce Act were enacted in 1935 and 1942, respectively, there were several omissions made as compared with Part 1, the original Act governing railroads. Some of these omissions which are covered by the current proposal are:

1. That motor carriers and freight forwarders will be liable to persons injured, by violation of provisions of the Interstate Commerce Act, for the full amount of damages sustained, together with reasonable attorneys' fees as part of the costs.

2. Requirement that damaged parties choose between complaining to the Commission or suing in a Federal District Court, but if the Commission shall award damages that are not paid on time, the payee may within one year sue in Federal District Court without liability for costs, or in state courts of general jurisdiction, and the Commission's findings shall be prima facie evidence of the facts stated therein.

3. In most cases remedies shall be sought within two years of accrual of cause.

The above deals entirely with overcharges. In addition:

4. The definition of water-common

carriers under Part 3 of the Act is broadened for the purpose of reparation awards to include all water carriers covered by this section, instead of only those on regular routes from port to port, reducing the time for seeking remedies from three to two years in most cases.

S. 1727. If enacted will make the Interstate Commerce Commission investigate railroad freight rates applicable to shipments within, to and from the Mountain-Pacific Rate Territory, i.e., west of Denver, Colorado, and enter orders to remove unlawfulness. This is apparently due to the fact that the territory here involved was omitted from Docket No. 28300, in which proceeding the Interstate Commerce Commission endeavored to unify the class rate structure throughout the balance of the country, leaving the rates west of Denver as they were, which meant on a much higher plane than the rates east of Denver.

## Federal Legislation

(Continued from page 37)

the plan for voluntary agreements between government and industry must be recognized as somewhat ineffective, the President's program also falls short of constituting a real solution because it fails to embody any visible remedy for present conditions. The President

seeks blanket authority over prices and allocations before he has even told the people how and when he proposes to use these powers. It is not surprising that the legislative branch has resisted such a request and asks for more details.

It is to be hoped that the voluntary program which has now been set in motion will begin soon to show some results, so that public pressure for further controls will be relieved. There is at least some chance that collective action at the production level of our economy will accomplish more than the voluntary program attempted so far at the consumer level. It is also to be hoped that if further action by the government is needed, it will not only take the form of "controls" and "restrictions" on prices and distribution, but that it will take the form of affirmative encouragement to higher production, including elimination of union featherbedding practices and removal of rules which tend to limit the work week to forty hours.

★ ★ ★

A SENATE RESOLUTION to limit filibustering is now pending on the upper chamber's calendar, after having been approved at the last session by the Senate Rules Committee. This resolution would amend the Senate rules so that debate on a measure could be limited to one hour per Senator by vote of two-thirds of the members.

Early consideration of this resolution is scheduled for the present session. If such an amendment to the rules were adopted, it would mean probable passage of several measures which have long been held up by filibustering of southern senators. Most notable among these measures would be a National Fair Employment Practices Act along the lines of the present Connecticut law, and a bill to outlaw the requirement of a poll tax in national elections, such as was passed by the House in the last session and then blocked in the Senate.

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## ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

### Profit Realization Charts

FOR ten years now we have been going through an almost constant series of cost increases. The accountant has had to answer the questions, "What will happen to our earnings with raw material prices increased 15%?" "What will happen with labor costs increased 18½¢ per hour?" All factors contributing to net profit; volume price and cost have reached high levels. Volume usually exceeds the 70% of capacity which has been estimated to be the normal for American industry, and break even points are extremely high.

At some time in the future, no one can predict just when, the accountant will be questioned as to how shrinkages in both volume and prices will affect net profits. The best way to answer such questions is by the construction of charts showing profit-realization at various volumes, commonly called "break-even" charts.

The "break-even" chart is the most important chart for the executive who has the responsibility for determining sales volume, price policy and "mix" of products. Its value is in its capacity to display visually the relationships

between fixed expense, variable expense and net income at various levels of production. However arranged and plotted, this chart shows the zone in which income balances out-go.

Before such charts can be drawn, all costs and expenses applicable to the product line must be divided between fixed and variable. Fixed costs are those that remain practically constant regardless of the volume of production, such as administrative salaries, property taxes and depreciation on a useful life basis. Examples of variable costs are purchased raw materials and piece-work payroll. Many costs are both fixed and variable and these must be divided on some reasonable basis. Once total fixed and variable costs have been determined for a particular department or line of products, the accountant is in a position to answer many questions. In addition to showing the break-even point, charts can be prepared to show:

1. Effect on net profit of price changes.
2. Effect on net profit of volume changes.
3. Effect on net profit of various combinations of price and volume changes.

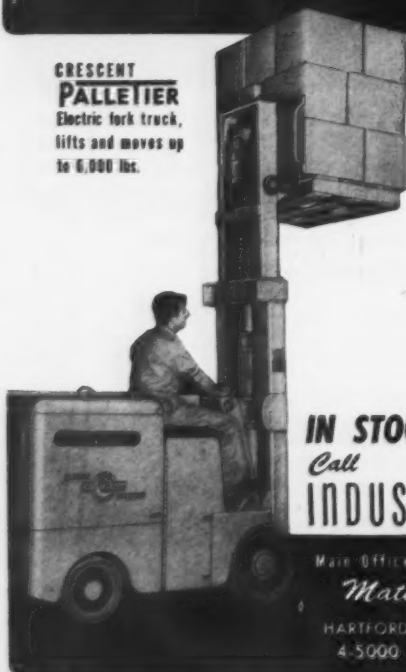
(Continued on page 46)

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## BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

IN November the index of general business activity in Connecticut was estimated at 42% above normal, an increase of one percentage point over the preceding month. Since August the index has not varied more than three points from the present standing thereby indicating a temporary period of stability at a relatively high level of business activity. At its present position, however, the index is approximately three points below that of a year ago and thirteen points under the postwar peak recorded in March and April of this year.

The United States index of industrial activity also rose one point in November to an estimated 37% above normal. During the last two months the State and National indices have remained within five points of each other which is the closest they have been since postwar production got well under way early in 1946. The exceptionally heavy concentration of industrial activity in Connecticut,

which was particularly noticeable throughout the war years, has carried over to some extent into the postwar period as evidenced by the fact that during the past twenty months the index for this State has averaged about 15 points above the National index.

The November index of manufacturing employment in Connecticut rose slightly to an estimated 37% above normal, placing it at about the same level as a year ago. Early releases of November employment information for this state show a corresponding change from the previous month. The Manufacturers Association of Hartford County reports that employment in some eighty industrial plants in that area increased 600 last month to 87,300. The State Department of Labor points out that total employment in manufacturing industry for the State as a whole rose 2,600 in November to 412,200. In both instances the gain was less than 1% reflecting little change in Connecticut

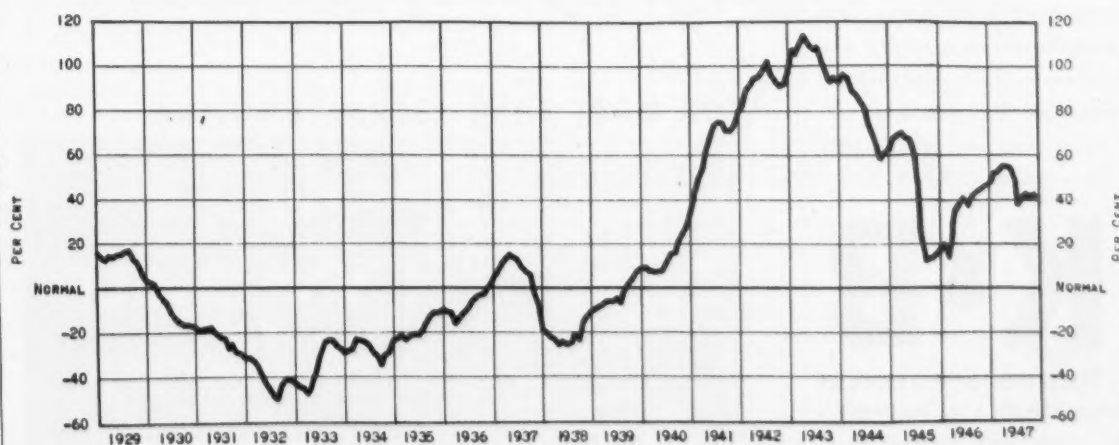
factory employment during the closing months of the year.

The index of manhours worked in Connecticut factories advanced two percentage points in November to an estimated 57% above normal. Although up somewhat from last month the manhour index is still well below this year's high of 70% recorded in June. Most of the loss in the past five months is due to the early summer decline in the number of persons working, since average hours worked per employee have remained practically unchanged.

At the present time, male employees in Connecticut factories are receiving somewhat less pay each week than the average for the country as a whole, whereas female employees are earning an amount slightly above the national average. The most recent earnings and hours data available are for the month of September and show that male factory employees in this State received \$59.06 for a 42.8 hour week compared with a national average of \$59.36 for a 40.8 hour week. Connecticut female employees earned \$41.25 for working 38.6 hours against a United States average of \$40.12 for a 38.8 hour week. Male average hourly earnings in this State, adjusted to a 40-hour base, were \$1.336 compared with \$1.441 for the United States. Corresponding earnings for female employees were \$1.069 and \$1.035, respectively.

A review of business development in Connecticut reveals that since the end of the war approximately 4,500

GENERAL BUSINESS ACTIVITY IN CONNECTICUT COMPARED WITH NORMAL



new corporations have been formed whereas total business failures, including old and new firms, have numbered only 400. The number of new corporations which averaged just under 50 per month during the war increased to 180 a month in 1946 and for eleven months of this year have averaged 165.

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The average number formed in the last six months is 125, indicating that there has been a substantial reduction in the rate of development since May of this year. New corporations formed so far this year number 1,800 as compared with 2,000 for the corresponding period of 1946. Business failures which averaged 70 a month in 1941, declined each year through 1946 when the average was about 10 a month. This year there have been 230 failures which is somewhat more than in other recent years but very few in relation to the new corporations formed and to the total number of concerns in the State.

Retail and wholesale prices continue to move upward, according to most recent figures released by the U. S. Bureau of Labor Statistics. The Consumer's Price Index advanced four points to 164% of the 1935-39 average, from mid-August to mid-September; and the Wholesale Price Index rose three points to 161% of the 1926 average, between November 8 and December 6.

### Accounting Hints

(Continued from page 44)

4. Effect upon unit cost of volume changes.
5. Cost per unit at various sales volumes.
6. Point of maximum return.

From such charts it is easy to demonstrate that selling price is a more important factor than volume or quantity produced as far as net profit is concerned. It becomes apparent that total variable costs are fixed costs per unit and total fixed costs are variable

costs per unit. The accountant is able to forecast the result of any change in the business. He knows and can demonstrate the "why" of profit changes. He can show the results of changes in selling prices, raw material costs, manufacturing and selling expenses, whether they happen one at a time or in combination. The profit on investment can readily be ascertained for any quantity of goods sold at any predetermined selling price. In these charts one has the foundation upon which flexible budgeting procedure rests. In short, profit or loss can be predetermined with the same degree of accuracy that the other facts of the business are known.

There are no secrets about how to do it, and no complicated mathematical formulas are involved. Executives who will not read or listen to tables of figures are frequently fascinated by "break-even" charts. With break-even points as high as they are now, it is probable that profits will disappear in a good many businesses with a 20% reduction in volume. Those who have considered this possibility and have worked out a flexible budget will be in a position to act quickly to reduce expenses when the inevitable drop in volume occurs. The period in which fixed costs must be unfixed will not catch them unprepared.

★ ★ ★

**HARTFORD CHAPTER, N. A. C. A.**, maintains official contact with the Business and Technical Branch of the Hartford Public Library through its director of special activities. Each year several volumes are donated by the Chapter to the library's collection of accounting books. The library has a complete file of N. A. C. A. bulletins and year books as well as the Journal of Accountancy.

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## PURCHASING NOTES

Contributed by the Purchasing Agents Association of  
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Association of Purchasing Agents.

### What Can the P. A. Do About Firm Prices?\*

**A**RE we overlooking a golden opportunity to help stabilize prices and at the same time reduce the amount of detail work and record-keeping that flows through our offices? In order to accomplish these desirable results, Purchasing Agents could do much by taking definite steps to see that as many quotations as possible are submitted on a "Firm Price" basis.

This may seem like a simple thing to do and some of us probably feel that we are now doing all that we can do to place orders at firm prices. But have you actually asked for firm prices in all your conversations with salesmen, and have you arranged for all requests sent out for quotations from your office to bear a typed notation to this effect—"Please quote Firm Price, not subject to increase." Then, when these quotations have been returned to you from the various vendors, do you give preference to those who have quoted firm prices and shun those who use some variation of that familiar rubber stamp clause—"Prices quoted are subject to change to prices in effect at time of shipment."

Prior to 1941, it was the accepted practice for quotations to be made on a firm price basis, for acceptance within a reasonable time, and if the Purchasing Agent placed the purchase order within the time specified, it became a matter of pride with the vendor to make delivery at the prices agreed upon. This was the normal American way of doing business and a practical way of stabilizing prices. Also, it resulted in keeping the vendors "on their toes" to keep their costs down and operate efficiently. Stabiliz-

ing prices can play a major role in returning our country to a normal economic condition and our purchasing agents are in a position to play a very important part in this endeavor.

However, with the advent of preparations for war in 1941, purchase orders lost their former price stability and became orders for material "to be billed at prices in effect at time of delivery or as set by Governmental Agencies." In some instances, orders were accepted only when they contained a provision for retroactive price increases, if increased prices were allowed by some agency such as OPA, even after delivery. We are all familiar

with escalator clauses and how widespread was their use. Some covered labor increases only, others covered material increases only, while still others covered both labor and material.

Of late, an effort has been made by a few manufacturers to quote firm prices. It is true that most have been limited to a 90-day period, but it is indicative of a sincere desire on the part of some to accept orders at a price not subject to change.

This practice should be encouraged and its desirability stressed in our conversations with salesmen or other representatives of vendors. It should be explained that considerable consideration will be given to firm price quotations in awarding orders in an effort to make additional progress toward price stabilization. It is to their advantage to do so as good selling depends upon the assumption of responsibility by the vendor, and good purchasing should be based upon proper cost accounting which can best be based upon costs that are known in advance, not costs subject to change at time of delivery. From the buyer's angle, there is also the possibility that a low bidder receiving an order not based on a firm price, may bill the order at time of delivery at a higher price than the bidder who was willing to take the order at a firm price.

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\* By C. Warner McVicar, Purchasing Dept., Ford Motor Co., reprinted from the Detroit Purchaser.

Of course, talking to salesmen, and asking for and receiving bids based on firm prices, is only doing the first part of a good buying job. To become an effective policy, it is necessary to make the purchase order so that it will show that it is a firm price order. The purchasing agent should arrange for a standard clause to be typed or stamped on all copies of orders placed on a firm price basis, reading "Firm Price, not subject to change," or "Firm Price, not subject to increase."

The latter clause implies that the price is, or could be, subject to decrease and therefore its use might generate a slight feeling of resentment as the vendor would feel that it was a "one-way street," for the buyer's benefit only. The first clause suggested is "Firm Price, not subject to change." This suggests an equal responsibility because it is an agreement on the seller's part, when the order is accepted, to deliver whether or not prices go higher, and on the buyer's part, to pay for the materials whether or not prices have been reduced since date the purchase order was prepared.

If you are dealing with manufactur-

ers this will tend to bring to the attention of their sales departments the need for more accurate cost consideration before their quotations are made. If your sources are wholesalers and/or jobbers, your requests for firm price quotations will cause them to go back to the manufacturers for guaranteed prices before they submit their quotations, or else they will assume the responsibility for delivering at firm prices. In either case, the desirable results are secured.

This firm price ordering procedure will eliminate the necessity for approval of invoices at other than the prices shown on the purchase order along with the attendant detail work of approving an increased price, changing price records and the issuance of "Change Notices" to all interested parties who received a copy of the original purchase order. The labor saved in your company by this elimination of detail, can well be put to better use besides securing good procurement for your company. Finally, let's not overlook our golden opportunity to contribute our share to price stabilization.

craft in an industry even though they have previously been included in the plant unit.

The possibilities of splitting up a plant into a number of units, one for each craft, is apparent. In such event, the employer is called upon to bargain with a number of unions and conclude contracts with each of them, each seeking to outdo the other. It is not a happy outlook, but there seems little that an employer can do once a craft has established its homogeneity and has determined to separate itself from the larger unit. A further element in completing this type of separation is that, once having established itself as a proper craft, the Board must accept it as a separate unit unless a majority of those in the unit vote *against* separate representation. Here we have two qualifications to the effect that a majority of those in the unit, as contrasted to the majority of those voting, must vote *against* separate representation rather than vote for it. As we said, most elections so far held under this provision have resulted in a separation of the unit. If there appears to be agitation for any such separation in your plant, the time to cope with the matter would seem to be before a formal application for election has been made.

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## Industrial Relations-Law

(Continued from page 34)

will operate to its practical monetary advantage.

In the last analysis, it is of course a matter for individual employer decision but is of such momentous importance that it calls for serious consideration and a firm stand once the position is taken.

★ ★ ★

**ANOTHER PROBLEM** of less serious import but one which seems to be creating some anxiety for employers in this area is the provision that the Board may not determine that a craft unit is inappropriate "on the ground that a different unit has been established by a prior Board determination, unless a majority of the employees in the proposed craft unit vote against separate representation." In a number of instances since the passage of this Act, petitions have been filed for crafts within an industrial unit and elections in such cases have usually been won by the craft union. The Board will ordinarily order such an election if it comes to the conclusion that the group actually represents a well-recognized

## Export News

(Continued from page 39)

the phrase 'the value of this merchandise is reimbursable' or '... not reimbursable.' In the second case, no foreign exchange will be granted officially to cover the import, and it will be necessary for the exporter, if he wishes to be paid in dollars, to require the Colombian importer to purchase dollars on the free market. In this respect, resolution No. 175 does not specify that exchange transactions on the free market are prohibited.

"We do not like import controls, but we are afraid that we are going to have them for quite a long time in one form or another, like most other countries nowadays. However, there is a definite plan now, and we think that exchange will ease up somewhat and allow the control authorities to increase the percentages each importer is allowed to use of his 'Basic Quota.'"

"We hope that this will give you a good picture of present conditions and may be of some help to you."

# IT'S MADE IN CONNECTICUT

**EDITOR'S NOTE:** This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

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<b>Aircraft—Repair &amp; Overhaul</b>	
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford
United Airports Div United Aircraft Corp	Rentschler Field East Hartford
<b>Aircraft Tubes</b>	
American Tube Bending Co Inc	New Haven
<b>Air Ducts</b>	
Wiremold Co The (Retractable)	Hartford
<b>Airplanes</b>	
Chance-Vought Aircraft Div United Aircraft Corp	Stratford
<b>Aluminum Castings</b>	
Eastern Malleable Iron Company The	Naugatuck
Newton-New Haven Co 688 Third Avenue	West Haven
<b>Aluminum Forgings</b>	
Scovill Manufacturing Company	Waterbury 91
<b>Aluminum Goods</b>	
Waterbury Companies Inc	Waterbury
<b>Aluminum Ingots</b>	
Lapides Metals Corp	New Haven
<b>Aluminum Lests</b>	
Shoe Hardware Div U S Rubber Company	Waterbury
<b>Aluminum—Sheets &amp; Coils</b>	
United Smelting & Aluminum Co Inc	New Haven
<b>Ammunition</b>	
Remington Arms Co Inc	Bridgeport
Winchester Repeating Arms Company Division	Olin Industries Inc
<b>Anodizing</b>	
Conn Metal Finishing Co	Hamden
<b>Apparel Fabrics—Woolen &amp; Worsted</b>	
Broad Brook Company	Broad Brook
<b>Artificial Leather</b>	
Permatex Fabrics Corp The	Jewett City
Zapon Div Atlas Powder Co	Stamford
<b>Asbestos</b>	
Auburn Manufacturing Company The (gaskets, packings, wicks)	Middletown
Raybestos Div of Raybestos-Manhattan Inc The (brake linings, clutch facings, sheet packing and wick)	Bridgeport
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven
<b>Asbestos &amp; Rubber Packing</b>	
Colt's Manufacturing Company	Hartford
<b>Assemblies—Small</b>	
Greist Manufacturing Co The	New Haven
Han-Dee Spring and Manufacturing Co The (Small)	Hartford
Wallace Barnes Co The Div Associated Spring Corp	Bristol
<b>Auto Cable Housing</b>	
Wiremold Company The	Hartford
<b>Automatic Control Instruments</b>	
Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury
<b>Automobile Accessories</b>	
Kilborn-Sauer Company (lights and other accessories)	Fairfield
Raybestos Div of Raybestos-Manhattan Inc The (brake lining, rivet brass, clutch facings, packing)	Bridgeport
<b>Automotive Friction Fabrics</b>	
Russell Mfg Co The	Middletown
<b>Automotive Parts</b>	
Eis Manufacturing Co (Hydraulic and Mechanical)	Middletown
<b>Automotive &amp; Service Station Equipment</b>	
Raybestos Div of Raybestos-Manhattan Inc The (brake service machinery)	Bridgeport
Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91
<b>Automotive Tools</b>	
Eis Manufacturing Company	Middletown
<b>Bakelite Moldings</b>	
Waterbury Companies Inc	Waterbury
Watertown Mfg Co The	Watertown
<b>Bakery Ovens</b>	
American Machine & Foundry Co	New Haven
<b>Balls</b>	
Albott Ball Co The (steel bearing and burnishing)	Hartford
Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
<b>Banks</b>	
Hall Mfg Co (dime and combination)	Ansonia
<b>Barrels</b>	
Abbott Ball Co The (burnishing and tumbling)	Hartford
Hartford Steel Ball Co The (tumbling)	Hartford
<b>Bathroom Accessories</b>	
Autoyre Company The	Oakville
Charles Parker Co The	Meriden
<b>Bath Tubs</b>	
Dextone Company	New Haven
<b>Bearings</b>	
Fafnir Bearing Co (ball)	New Britain
New Departure Div of General Motors (ball)	Bristol
Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
<b>Belblows</b>	
Bridgeport Thermostat Company Inc (metallic)	Bridgeport
<b>Bellows Assemblies</b>	
Bridgeport Thermostat Company Inc	Bridgeport
<b>Bellows Shaft Seal Assemblies</b>	
Bridgeport Thermostat Company Inc	Bridgeport
<b>Bells</b>	
Bevin Brothers Mfg Co	East Hampton
Gong Bell Co The	East Hampton
Gaynor Electric Company Inc (and buzzers)	Bridgeport
N N Hill Brass Co The	East Hampton
<b>Belt Fasteners</b>	
Bristol Company The	Waterbury
Saling Manufacturing Company (patented self-aligning)	Unionville
<b>Beltting</b>	
Hartford Belting Co	Hartford
Russell Mfg Co The	Middletown
Thames Belting Co The	Norwich
<b>Benches</b>	
Charles Parker Co The (piano)	Meriden
<b>Bends—Pipe or Tube</b>	
National Pipe Bending Co The	160 River St New Haven
<b>Bent Tubing</b>	
American Tube Bending Co Inc	New Haven
<b>Bicycle Coaster Brakes</b>	
New Departure Div General Motors Corp	Bristol
<b>Bicycle Sundries</b>	
New Departure Div General Motors Corp	Bristol
<b>Binders Board</b>	
Colonial Board Company	Manchester
<b>Biological Products</b>	
Ernst Bischoff Company Inc	Ivoryton
<b>Blackening Salts for Metals</b>	
Mitchell-Bradford Chemical Co	Bridgeport
<b>Blades</b>	
Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
<b>Blankets—Automatic</b>	
General Electric Company	Bridgeport
<b>Bleaching, Dyeing, Printing &amp; Finishing</b>	
Glasco-Finishing Co The	Glasco
United States Finishing Company The (textile fabrics)	Norwich
<b>Blocks</b>	
Howard Company (cupola fire clay)	New Haven
<b>Blower Fans</b>	
Colonial Blower Company	Hartford
Connecticut Blower Company	Hartford
Spencer Turbine Co The	Hartford
<b>Blower Systems</b>	
Colonial Blower Company	Hartford
Connecticut Blower Company	Hartford
L R Mfg Div of The Ripley Co	Torrington
<b>Blueprints and Photostats</b>	
Joseph Merritt & Co	Hartford
<b>Boilers</b>	
Bigelow Co The	New Haven
Petroleum Heat & Power Co (domestic only)	Stamford
<b>Bolts &amp; Nuts</b>	
Blake & Johnson Co The (nuts, machine screws, bolts, stove)	Waterville
Clark Brothers Bolt Co	Milford
O K Tool Co Inc The (T-Slot)	33 Hull St Shelton
<b>Bonderizing</b>	
Claireglow Mfg Company	Portland
Leeds Electric and Mfg Co The	Hartford
<b>Bouillon Cubes</b>	
Maggi Co Inc (Maggi's)	New Milford
<b>Box Board</b>	
Lydall & Foulds Paper Co The	Manchester
National Folding Box Co	New Haven
New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
<b>Boxes</b>	
Claireglow Mfg Company (metal)	Portland
Folding Cartons Incorporated (paper, folding)	Manchester
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham
Robert Gair Co (corrugated and solid fibre shipping containers)	Portland
<b>Boxes &amp; Crates</b>	
City Lumber Co of Bridgeport Inc The	Bridgeport
<b>Boxes—Paper—Folding</b>	
Atlantic Carton Corp	Norwich
Bridgeport Paper Box Co	Bridgeport
Carpenter-Hayes Paper Box Co Inc The	East Hampton
M S Dowd Carton Co	Hartford
National Folding Box Co (paper folding)	New Haven
New Haven Pulp & Board Co The	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
S Curtis & Son Inc	Sandy Hook
Warner Brothers Company The	Bridgeport
<b>Boxes—Paper—Setup</b>	
Bridgeport Paper Box Co	Bridgeport
Heminway Corporation The	Waterbury
<b>Brake Cables</b>	
Eis Manufacturing Co	Middletown
<b>Brake Linings</b>	
Raybestos Div of Raybestos-Manhattan Inc The (automotive and industrial)	Bridgeport
Russell Mfg Co The	Middletown
<b>Brake Service Parts</b>	
Eis Manufacturing Co	Middletown
<b>Brass and Bronze</b>	
American Brass Co The (sheet, wire, rods, tubes)	Waterbury
Bristol Brass Corp The (sheet, wire, rods)	Bristol
Chase Brass & Copper Co	Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden
Scovill Manufacturing Company	Waterbury 91
Thinsheet Metals Co The (sheets and rolls)	Waterbury
<b>Brass &amp; Bronze Ingot Metal</b>	
Whipple and Choate Company The	Bridgeport
<b>Brass Goods</b>	
Rostand Mfg Co The (Ecclesiastical Brass Wares)	Milford
Scovill Manufacturing Company (To Order)	Waterbury 91
Waterbury Companies Inc (to order) (small sheet metal parts)	Waterbury
Winchester Repeating Arms Company Division	Olin Industries Inc
<b>Brass Mill Products</b>	
Bridgeport Brass Co	Bridgeport
Chase Brass & Copper Co	Waterbury
Scovill Manufacturing Company	Waterbury 91
<b>Brass Stencils—Interchangeable</b>	
Fletcher Terry Co The	Box 415, Forestville (Advt.)

# I T ' S M A D E I N C O N N E C T I C U T

**Brass Wall Plates**  
Gaynor Electric Company Inc Bridgeport

**Brick-Building**  
Donnelly Brick Co The New Britain

**Bricks-Fire**  
Howard Company New Haven

**Bright Wire Goods**  
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C. H. Hooks) New Haven

**Broaching**  
American Standard Co Plantsville  
Hartford Special Machinery Co The Hartford

**Brooms-Brushes**  
Fuller Brush Co The Hartford

**Buckies**  
B Schwanda & Sons Staffordville  
G E Prentice Mfg Co The Kensington  
Hatheway Mfg Co The (Dec Rings) Bridgeport  
Hawie Mfg Co The Bridgeport  
John M Russell Mfg Co Inc Naugatuck  
Patent Button Co The Waterbury  
Shoe Hardware Div U S Rubber Company (footwear, clothing and strap) Waterbury  
Waterbury Companies Inc Waterbury

**Buffing & Polishing Compositions**  
Apothecaries Hall Co Waterbury  
Lea Mfg Co Waterbury

**Buffing Wheels**  
Williamsville Buff Mfg Co The Danielson

**Buttons**  
B Schwanda & Sons Staffordville  
Colt's Manufacturing Company Hartford  
L C White Company The Waterbury  
Frank Parizek Manufacturing Co The West Willington

**Patent Button Co The**  
Scovill Manufacturing Company (Uniform and Tack Fasteners) Waterbury 91  
Waterbury Companies Inc Waterbury

**Cabinets**  
Charles Parker Co The (medicine) Meriden

**Cabinet Work**  
Hartford Builders Finish Co Hartford

**Cable-BX Armored**  
General Electric Company Bridgeport

**Cable-Nonmetallic Sheathed**  
General Electric Company Bridgeport

**Cable-Service Entrance**  
General Electric Company Bridgeport

**Cages**  
Andrew B Hendryx Co The (bird and animal) New Haven

**Cams**  
Hartford Special Machinery Co The Hartford  
Rowbottom Machine Company Inc Waterbury

**Canvas Products**  
F B Skiff Inc Hartford

**Capacitors**  
Electro Motive Mfg Co Inc The (mica and trimmer) Willimantic

**Card Clothing**  
Standard Card Clothing Co The (for textile mills) Stafford Springs

**Carpenter's Tools**  
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vises) New Haven

**Carpets and Rugs**  
Bigelow-Sanford Carpet Co Thompsonville

**Carpet Lining**  
Palmer Brothers Co Fitchville

**Casket Trimmings**  
Bridgeport Casket Hardware Co The Bridgeport

**Casters**  
Bassick Company The (Industrial and General) Bridgeport

**Casters-Industrial**  
George P Clark Co Windsor Locks

**Castings**  
Bradley & Hubbard Mfg Co The (grey iron, brass, bronze, aluminum) Meriden  
Charles Parker Co The (grey iron) Meriden  
Eastern Malleable Iron Company The (malleable iron, Z metal and alloy) Naugatuck  
Gillette-Vibber The (grey iron, brass, bronze, aluminum, also Bronze Bushing Stock) New London  
John M Russell Mfg Co Inc (brass, bronze and aluminum) Naugatuck  
Malleable Iron Fittings Co (malleable iron and steel) Branford  
McLagon Foundry Co (gray iron) New Haven  
Newton-New Haven Co (zinc and aluminum) 688 Third Ave West Haven  
Philbrick-Booth & Spencer Inc (grey iron) Hartford  
Scovill Manufacturing Company (Brass & Bronze) Waterbury 91  
Sessions Foundry Co The (gray iron) Bristol  
Union Mfg Co (gray iron) New Britain  
Waterbury Foundry Company The (highway & sash weights) Waterbury  
Wilcox Crittenden & Co Inc (gray iron and brass) Middletown

**Castings-Permanent Mould**  
Bradley & Hubbard Mfg Co The (zinc and aluminum) Meriden

**Centrifugal Blower Wheels**  
Torrington Manufacturing Co The Torrington

**Chain**  
John M Russell Mfg Co Inc Naugatuck

**Chain-Welded and Weldless**  
Bridgeport Chain & Mfg Co Bridgeport

**Chain-Bead**  
Bead Chain Mfg Co The Bridgeport

**Chartered Coach Service**  
Connecticut Company The (excursions a specialty) New Haven

**Chemicals**  
American Cynamid & Chemical Corp Waterbury  
Apothecaries Hall Co Waterbury  
Edcan Laboratories South Norwalk  
Macalaster Bicknell Company New Haven  
MacDermid Incorporated Waterbury

**Cherries**  
John Magee & Co Incorporated Saybrook

**Chromium Plating**  
Chromium Corp of America Waterbury  
Chromium Process Company The Shelton  
Nutmeg Chrome Corporation Hartford

**Chucks**  
Cushman Chuck Co The Hartford

**Chucks & Face Plate Jaws**  
Union Mfg Co New Britain

**Clay**  
Howard Company (Fire Howard "B" and High Temperature Dry) New Haven

**Cleansing Compounds**  
MacDermid Incorporated Waterbury

**Clock Mechanisms**  
Lux Clock Mfg Co The Waterbury

**Clocks**  
Seth Thomas Clocks Thomaston  
United States Time Corporation The Waterbury

**Clocks-Alarm**  
Lux Clock Mfg Co The Waterbury  
New Haven Clock and Watch Co The (spring and electric) New Haven  
William L Gilbert Clock Corporation The Winsted

**Clocks-Automatic Cooking**  
Lux Clock Mfg Co The Waterbury

**Clutches**  
Snow-Nabstedt Gear Corp The New Haven

**Clutch Facings**  
Russell Mfg Co The Middletown

**Clutch-Friction**  
Raybestos Div of Raybestos-Manhattan Inc The (clutch facings-molded, woven, fabric, metallic) Bridgeport

**Coffee Makers**  
General Electric Company Bridgeport

**Coils-Pipe or Tube**  
National Pipe Bending Co The 160 River St New Haven

**Coinmaster Products**  
Hall Mfg Co Ansonia

**Comfortables**  
Palmer Brothers Co Fitchville

**Commercial Heat Treating**  
A F Holden Company The 52 Richard St West Haven

**Communication Equipment**  
Airadio Incorporated (aircraft, marine, infrastructure) Stamford

**Compressors**  
Norwalk Company Inc (high pressure air and gas) South Norwalk

**Concrete Products**  
Plasticrete Corp Hamden

**Condensers**  
Airadio Incorporated (variable) Stamford

**Cones**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Consulting Engineers**  
Stanley P Rockwell Co Inc The (Consulting) 296 Homestead Ave Hartford

**Contract Machining**  
Malleable Iron Fittings Company Branford

**Contract Manufacturers**  
Greist Mfg Co The (metal parts and assemblies) 503 Blake St New Haven  
Merriam Mfg Co (production runs-metal boxes and containers to specifications) Durham  
Scovill Manufacturing Company (Metal Parts and Assemblies) Waterbury 91  
Waterbury Companies Inc Waterbury

**Controllers**  
Bristol Company The Waterbury  
Manning Maxwell & Moore Inc Bridgeport

**Conveyor Systems**  
Leeds Electric and Mfg Co The Hartford

**Copper**  
American Brass Co The (sheet, wire, rods tubes) Waterbury  
Bristol Brass Corp The (sheet) Bristol

**Copper (Continued)**  
Chase Brass & Copper Co (sheet, rod, wire, tube) Waterbury  
Thinsheet Metals Co The (sheets and rolls) Waterbury

**Copper Sheets**  
New Haven Copper Co The Seymour

**Copper Shingles**  
New Haven Copper Co The Seymour

**Copper Water Tube**  
Bridgeport Brass Co Bridgeport

**Cords-Asbestos**  
General Electric Company Bridgeport

**Cords-Braided**  
General Electric Company Meriden

**Cords-Heater**  
General Electric Company Bridgeport

**Cords-Portable**  
General Electric Company Bridgeport

**Cord Sets**  
General Electric Company Bridgeport

**Cork Gots**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Corrugated Box Manufacturers**  
Danbury Square Box Co The Danbury

**Corrugated Shipping Cases**  
Connecticut Corrugated Box Div Robert Gair Co Inc Portland  
D L & D Container Corp 87 Shelton Ave New Haven

**Cosmetic Containers**  
Eyelet Specialty Co The Waterbury

**Cosmetics**  
J B Williams Co The Glastonbury  
Northam Warren Corporation Stamford

**Cotton Batting & Jute Batting**  
Palmer Brothers Co Fitchville

**Cotton Yarn**  
Floyd Cranska Co The Moosup

**Counting Devices**  
Veeder-Root Inc Hartford

**Cut Stone**  
Dextone Co The New Haven

**Cutters**  
American Standard Co (special) Plantsville  
Barnes Tool Company The (pipe cutters, hand) New Haven

**O K Tool Co Inc The**  
(inserted tooth milling) 33 Hull St Shelton

**Standard Machinery Co The**  
(rotary board, single and duplex) Mystic

**Delayed Action Mechanism**  
M H Rhodes Inc Hartford  
R W Cramer Company Inc The Centerbrook

**Dental Gold Alloys**  
J M Ney Company The Hartford

**Diamonds-Industrial**  
Diamond Tool and Die Works Hartford

**Dictating Machines**  
Dictaphone Corporation Bridgeport  
Gray Manufacturing Company The Hartford  
Soundscriber Corporation The New Haven

**Die & Tool Makers**  
Parsons Tool Inc New Britain

**Die Castings**  
Newton-New Haven Co Inc 688 Third Ave West Haven

**Die Casting Dies**  
ABA Tool & Engineering Co Manchester  
Weimann Bros Mfg Co The Derby

**Die Castings (Aluminum & Zinc)**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Die-Heads-Self Opening**  
Eastern Machine Screw Corp The Truman & Barclay Sts New Haven  
Geometric Tool Co The New Haven

**Dies**  
American Standard Co Plantsville  
Hoggson & Pettis Mfg Co The 141 Brewery St New Haven

**Parker Stamp Works Inc The**  
(for plastics and die castings) Hartford

**Dish Washing Machines**  
Colt's Manufacturing Company Hartford

**Disk Harrows**  
Orkil Inc-Cutaway Harrow Division Higganum

**Door Closers**  
P & F Corbin Division The American Hardware Corp New Britain  
Sargent & Company New Haven  
Yale & Towne Manufacturing Company The Stamford

**Dowel Pins**  
Allen Manufacturing Co The Hartford

**Drafting Accessories**  
Joseph Merritt & Co Hartford

**Draperies**  
Palmer Brothers Co Fitchville

**Drilling Machines**  
Henry & Wright Manufacturing Company The (sensitive) Hartford (Advt.)

# IT'S MADE IN CONNECTICUT

<b>Drop Forgings</b>		<b>Enameling</b>		<b>Furnaces</b>	
Atwater Mfg Co	Plantsville	Conn Metal Finishing Co	Hamden	Home Heating Service Inc (warm air oil fired)	South Norwalk
Blakeslee Forging Co The	Plantsville	Leeds Electric and Mfg Co The (including wrinkle finishes)	Hartford	W S Rockwell Company (Industrial)	Fairfield
Bridgeport Hdwe Mfg Corp The	Bridgeport	Waterbury Plating Company	Waterbury	<b>Furnace Linings</b>	
Capewell Mfg Company	Hartford	<b>Enameling and Finishing</b>		Mullite Refractories Co The	Shelton
Wilcox Crittenden & Co Inc	Middletown	Claireglow Mfg Co	Portland	<b>Furniture Pads</b>	
<b>Druggists' Rubber Sundries</b>		<b>Engines</b>		Gilman Brothers Company The	Gilman
Goodyear Rubber Sundries Inc (Guardian "Plasti-Clear," baby pants, crib sheets & bibs, household aprons, raincoats, scarves & hoods, shower curtains, etc.)	New Haven	Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford	<b>Fuse Blocks</b>	
Seamless Rubber Company The	New Haven	Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport	Gregory Manufacturing Co Inc The	New Haven
<b>Dust Collecting Systems</b>		<b>Envelopes</b>		<b>Fuses—Plug and Cartridge</b>	
Connecticut Blower Company	Hartford	Curtis 1000 Inc	Hartford	General Electric Company	Bridgeport
<b>Edged Tools</b>		United States Envelope Company, Division	Hartford	<b>Gage Blocks</b>	
Collins Co The (axes and other edged tools)	Collinsville	<b>Extractors—Tap</b>		Fonda Gage Company (Fonda lifetime-carbide and steel)	Stamford
<b>Elastic Webbing</b>		Walton Company The	94 Allyn St Hartford	<b>Galvanizing</b>	
Russell Mfg Co The	Middletown	<b>Eyelets</b>		Malleable Iron Fittings Co	Branford
<b>Electric Appliances</b>		L C White Company The	Waterbury	Wilcox Crittenden & Co Inc	Middletown
General Electric Company	Bridgeport	Platt Bros & Co The P O Box 1030	Waterbury	<b>Galvanizing &amp; Electrical Plating</b>	
Silex Co The	80 Pliny St Hartford	Plume & Atwood Mfg Co The	Waterbury	Gillette-Vibber Co The	New London
<b>Electric Cables</b>		Scovill Manufacturing Company	Waterbury 91	<b>Gaskets</b>	
Rockbestos Products Corp (asbestos insulated)	New Haven	Waterbury Companies Inc	Waterbury	Auburn Manufacturing Company The (from all materials)	Middletown
<b>Electric Circuit Breakers</b>		<b>Fans—Electric</b>		Raybestos Div of Raybestos-Manhattan Inc The	Bridgeport
Trumbull Electric Mfg Co The	Plainville	General Electric Company	Bridgeport	<b>Gauges</b>	
<b>Electric—Commutators &amp; Segments</b>		<b>Fasteners—Slide &amp; Snap</b>		American Standard Co	Plantsville
Cameron Elec Mfg Co The (rewinding motors)	Ansonia	G E Prentice Mfg Co The	Kensington	Bristol Co The (pressure and vacuum—recording automatic control)	Waterbury
<b>Electric Cord &amp; Cord Sets</b>		Scovill Manufacturing Company (Snap)	Waterbury 91	Fonda Gage Company (special)	Stamford
Accurate Insulated Wire Corp	New Haven	<b>Felt</b>		Helicoid Gage Division American Chain & Cable Co Inc	Bridgeport
<b>Electric Cords</b>		Auburn Manufacturing Company The (mechanical, cut parts)	Middletown	Manning Maxwell & Moore Inc	Bridgeport
Rockbestos Products Corp (asbestos insulated)	New Haven	<b>Felt—All Purpose</b>		<b>Gears and Gear Cutting</b>	
<b>Electric Eye Control</b>		American Felt Co (Mills & Cutting Plant)	Glenville	Hartford Special Machinery Co The	Hartford
United Cinephone Corporation	Torrington	Chas W. House & Sons Inc (Mills & Cutting Plant)	Unionville	<b>Glass and China</b>	
<b>Electric Fixture Wire</b>		<b>Ferrules</b>		Rockwell Silver Co The (silver decorated)	Meriden
Rockbestos Products Corp (asbestos insulated)	New Haven	Waterbury Companies Inc	Waterbury	<b>Glass Blowing</b>	
<b>Electric Hand Irons</b>		<b>Fibre Board</b>		Macalaster Bicknell Company	New Haven
Winsted Hardware Mfg Co (trade mark "Durabilt")	Winsted	Case Brothers Inc	Manchester	<b>Glass Coffee Makers</b>	
<b>Electric Insulation</b>		C H Norton Co The	North Westchester	Silex Co The	80 Pliny St Hartford
Rogers Corporation The	Manchester	Rogers Corporation (Specialty)	Manchester	<b>Glass Cutters</b>	
<b>Electric Knife Switches</b>		<b>File Cards</b>		Fletcher Terry Co The	Box 415 Forestville
Gregory Manufacturing Co Inc The	New Haven	Standard Card Clothing Co The	Stafford Springs	<b>Glass Processing</b>	
<b>Electrical Outlet and Switch Boxes, and Covers</b>		<b>Film Spools</b>		Woodbury Glass Company Inc	Box 8 East Hartford
General Electric Company	Bridgeport	H C Cook Co The	32 Beaver St Ansonia	<b>Golf Equipment</b>	
<b>Electric Panel Boards</b>		<b>Finger Nail Clippers</b>		Horton Mfg Co The (clubs, shafts, balls, bags)	Bristol
Federal Electric Products Co Inc	Hartford	Colt's Manufacturing Company	Hartford	<b>Governors</b>	
Trumbull Electric Mfg Co The	Plainville	Remington Arms Co Inc	Bridgeport	Pickering Governor Co The (speed regulating, centrifugal, hydraulic)	Portland
<b>Electric Safety Switches</b>		Winchester Repeating Arms Company Division	New Haven	<b>Greeting Cards</b>	
Federal Electric Products Co Inc	Hartford	Olin Industries Inc	New Haven	A D Steinback & Sons Inc	New Haven
Trumbull Electric Mfg Co The	Plainville	<b>Fire Hose</b>		<b>Grinding</b>	
<b>Electric Signs</b>		Fabrics Fire Hose (municipal and industrial)	Sandy Hook	Centerless Grinding Co Inc The (Precision custom grinding; centerless, cylindrical, surfaces, internal and special)	19 Staples St Bridgeport
United Advertising Corp	New Haven	<b>Fireplace Goods</b>		Hartford Special Machinery Co The (gears, threads, cams and splines)	Hartford
<b>Electric Specialties</b>		American Windshield & Specialty Co The	881 Boston Post Road, Milford	<b>Grinding Machines</b>	
Gregory Manufacturing Co Inc The	New Haven	John P Smith Co The (screens)	423-33 Chapel St New Haven	Rowbottom Machine Company Inc (cam)	Waterbury
<b>Electric Time Controls</b>		<b>Fireproof Floor Joists</b>		<b>Grommets</b>	
R W Cramer Company Inc The	Centerbrook	Dextone Co The	New Haven	Plume & Atwood Mfg Co The (brass and zinc)	Waterbury
<b>Electric Timepieces</b>		<b>Fireworks</b>		<b>Hand Tools</b>	
New Haven Clock and Watch Co The (automobile and alarm)	New Haven	M Backes' Sons Inc	Wallingford	Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives)	Bridgeport
<b>Electric Wire</b>		<b>Fishing Tackle</b>		James J Ryan Tool Works The (screw drivers, machinists' punches, cold chisels, scratch awls and nail sets)	Southington
Rockbestos Products Corp (asbestos insulated)	New Haven	Bevin-Wilcox Line Co The (lines)	East Hampton	Peck Stow & Wilcox Co The (Bit braces, chisels, dividers, draw knives, hammers, pliers, squares, snips, wrenches)	Southington
<b>Electrical Circuit Breakers</b>		H C Cook Co The	32 Beaver St Ansonia	<b>Hardware</b>	
Federal Electric Products Co Inc	Hartford	Horton Mfg Co The (reels, rods, lines)	Bristol	Bassick Company The (Automotive)	Bridgeport
<b>Electrical Conduit Fittings &amp; Grounding Specialties</b>		Jim Harvey Div Local Industries Inc (nets, lures)	Lakeville	Hall Mfg Co (bridge table)	Ansonia
Gillette-Vibber Company The	New London	<b>Flashlights</b>		P & F Corbin Division The American Hardware Corp (Builders)	New Britain
<b>Electrical Control Apparatus</b>		Winchester Repeating Arms Company Division	New Haven	Sargent & Company	New Haven
Federal Electric Products Co Inc	Hartford	Olin Industries Inc	New Haven	Wilcox Crittenden & Co Inc (marine heavy and industrial)	Middletown
Trumbull Electric Mfg Co The	Plainville	<b>Flashlights and Radio Batteries</b>		Yale & Towne Manufacturing Company The (builders)	Stamford
<b>Electrical Goods</b>		Wichster Repeating Arms Company Division	New Haven	<b>Hardware—Marine &amp; Bus</b>	
A C Gilbert Co	New Haven	Olin Industries Inc	New Haven	Rostand Mfg Co The	Milford
<b>Electrical Motors</b>		<b>Floor &amp; Ceiling Plates</b>		<b>Hardware—Trailer Cabinet</b>	
U S Electrical Motors Inc	Milford	Beaton & Cadwell Mfg Co The	New Britain	Excelsior Hardware Co The	Stamford
<b>Electrical Recorders</b>		Gaynor Electric Company Inc	Bridgeport	<b>Hardware, Trunk &amp; Luggage</b>	
Bristol Co The	Waterbury	<b>Fluorescent Lighting Equipment</b>		Corbin Cabinet Lock Div American Hardware Corp	New Britain
<b>Electrical Relays and Controls</b>		Vanderman Manufacturing Co The	Willimantic	J H Sessions & Son	Bristol
Allied Control Co	Plantsville	Wiremold Company The	Hartford	Yale & Towne Manufacturing Company The	Stamford
<b>Electronic Equipment</b>		<b>Food Mixers—Electric</b>		(Advt.)	
Airadio Incorporated	Stamford	General Electric Company	Bridgeport		
<b>Electronics</b>		<b>Forgings</b>			
Crystal Research Laboratories Inc	Hartford	Clark Brothers Bolt Co	Milldale		
Gray Manufacturing Company The	Hartford	Heppenstall Co (all kinds and shapes)	Bridgeport		
<b>Electroplating</b>		Scovill Manufacturing Company (Non-ferrous)	Waterbury 91		
United Cinephone Corporation	Torrington	<b>Foundries</b>			
National Sherardizing & Machine Co	Hartford	Sessions Foundry Co The (iron)	Bristol		
<b>Electroplating—Equipment &amp; Supplies</b>		Union Mfg Co (gray iron)	New Britain		
Enthone Inc	New Haven	Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	Middletown		
<b>Electrotypes</b>		<b>Foundry Riddles</b>			
W T Barnum & Co Inc (all classes)	New Haven	John P Smith Co The	423-33 Chapel St New Haven		
<b>Elevators</b>		Rolock Inc (brass, galvanized, steel)	Southport		
Eastern Machinery Co The (passenger and freight)	New Haven				
General Elevator Service Co	Hartford				

# I T ' S M A D E I N C O N N E C T I C U T

**Health, Surgical & Orthopedic Supports**  
Berger Brothers Company The (custom made for back, breast and abdomen) New Haven

**Heat Lamps**  
General Electric Company Meriden

**Heat Treating**  
A F Holden Co The 52 Richard St West Haven  
Bennett Metal Treating Co The Elmwood  
1945 New Britain Ave Shelton  
Driscoll Wire Company The  
New Britain-Gridley Machine Division  
The New Britain Machine Co New Britain  
Stanley P Rockwell Co Inc The  
296 Homestead Ave Hartford

**Heat-Treating Equipment**  
A F Holden Company The 52 Richard Street West Haven (Main Plant)  
Autoyre Company The Oakville  
Stanley P Rockwell Co Inc The (commercial) 2996 Homestead Ave Hartford  
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Heat Treating Salts and Compounds**  
A F Holden Company The 52 Richard Street West Haven  
Mitchell-Bradford Chemical Co Bridgeport

**Heating Apparatus**  
Miller Company The (domestic oil burners and heating devices) Meriden

**Hex-Socket Screws**  
Bristol Company The Waterbury

**Highway Guard Rail Hardware**  
Malleable Iron Fittings Co Branford

**Hinges**  
Homer D Bronson Company Beacon Falls

**Hobs and Hobbings**  
ABA Tool & Engineering Co Manchester

**Holists and Trolleys**  
Union Mfg Company New Britain

**Home Laundry Equipment**  
General Electric Company Bridgeport

**Hose Supporter Trimmings**  
Hawie Mfg Co The (So-Lo Grip Tabs) Bridgeport

**Hospital Signal Systems**  
Connecticut Telephone & Electric Division of Great American Industries Inc Meriden

**Hot Water Heaters**  
Petroleum Heat & Power Co (Instantaneous domestic oil burner) Stamford

**Hydraulic Brake Fluids**  
Eis Manufacturing Co Middletown

**Industrial Finishes**  
Zapon Div Atlas Powder Co Stamford

**Industrial and Marking Tapes**  
Seamless Rubber Company The New Haven

**Industrial Refrigeration**  
Bowser Inc Refrigeration Division (Specialists) Terryville

**Infra-Red Equipment**  
Leeds Electric and Mfg Co The Hartford

**Insecticides**  
American Cyanamid & Chemical Corp Waterbury

**Insecticide Bomb**  
Darworth Incorporated ("Coracide" DDT Dispenser) Simsbury

**Insulated Wire Cords & Cable**  
Bridgeport Brass Company (Aer-a-sol) Bridgeport

**Instruments**  
Kerite Insulated Wire & Cable Co Inc The Seymour

**Insulating Refractories**  
Bristol Company The Waterbury

**Inter-Communications Equipment**  
J-B-T Instruments Inc (Electrical and Temperature) New Haven

**Ironing Machines—Electric**  
General Electric Company Bridgeport

**Jacquard**  
Case Brothers Inc Manchester

**Japanning**  
J H Sessions & Son Bristol

**Jib Borer**  
Moore Special Tool Co (Moore) Bridgeport

**Jig Boring**  
American Standard Co Plantville

**Jigs and Fixtures**  
Parsons Tool Inc New Britain

**Jointing**  
Moore Special Tool Co (Moore) Bridgeport

**Jointing**  
American Standard Co Plantville

**Jointing**  
Raybestos Div of Raybestos-Manhattan Inc The (compressed sheet) Bridgeport

**Key Blanks**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Labels**  
Graham Mfg Co The Derby  
Sargent & Company New Haven  
Yale & Towne Manufacturing Company The Stamford

**Label Moisteners**  
J & J Cash Inc (Woven) South Norwalk

**Laboratory Equipment**  
Better Packages Inc Shelton

**Laboratory Supplies**  
Bowser Inc Refrigeration Division Terryville

**Lacquers & Synthetic Enamels**  
Eastern Industries Inc New Haven

**Ladders**  
Macalaster Bicknell Company New Haven

**Lamp Shades**  
Zapon Div Atlas Powder Co Stamford

**Lathes**  
A W Flint Co 196 Chapel St New Haven

**Letterheads**  
Lampolders—Incandescent and Fluorescent General Electric Company Bridgeport

**Letterheads**  
Verplex Company The Essex

**Leather**  
Bullard Company The (vertical turret cutmaster and Multi-Au-Matic, vertical multi-spindle) Bridgeport

**Leather Goods Trimmings**  
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury

**Leather, Mechanical**  
Geo A Shepard & Sons Co The (sheepskin, shoe upper, garment, grain and suede) Bethel

**Letterheads**  
G E Prentice Mfg Co The Kensington

**Lighting Accessories—Fluorescent**  
Auburn Manufacturing Company The (packings, cubs, washers, etc.) Middletown

**Lighting Equipment**  
Lehman Brothers Inc (designers, engravers, lithographers) New Haven

**Lighting Protection**  
General Electric Company Norfolk

**Lithography**  
General Electric Company Bridgeport

**Locks—Builders**  
Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden

**Locks—Cabinet**  
Waterbury Companies Inc Waterbury

**Locks—Special Purpose**  
Edward H Brown Hartford & New Haven

**Locks—Suit-Case and Trimmings**  
New Haven Printing Company The New Haven

**Locks—Trunk**  
Yale & Towne Manufacturing Company The Stamford

**Locks—Zipper**  
P & F Corbin Division The American Hardware Corp New Britain

**Loom—Non-Metallic**  
Sargent & Company New Haven

**Luggage Fabric**  
Yale & Towne Manufacturing Company The Stamford

**Lumber & Millwork Products**  
Excelsior Hardware Co The Stamford

**Machinery**  
Yale & Towne Manufacturing Company The Stamford

**Machinery**  
Fenn Manufacturing Company The (Special) Hartford

**Machinery**  
Globe Tapping Machine Company (dial type drilling and tapping) Bridgeport

**Machinery**  
Hallden Machine Company The (mill) Thomaston

**Machinery**  
Peck Stow & Wilcox Co The (Machines & tools for sheet metal fabrication—manually & power operated) Southington

**Machinery**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Machinery**  
Excelsior Hardware Co The Stamford

**Machinery**  
Yale & Towne Manufacturing Company The Stamford

**Machinery**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

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Excelsior Hardware Co The Stamford

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**Machinery**  
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**Machinery**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Machinery**  
Excelsior Hardware Co The Stamford

**Machinery**  
Yale & Towne Manufacturing Company The Stamford

**Machinery (Continued)**  
Standard Machinery Co The (bookbinders) Mystic

**Machinery**  
Torrington Manufacturing Co The (mill) Torrington

**Machine Bases**  
State Welding Co The (Fabricated Steel & Salvage of Broken Castings) Hartford

**Machine Work**  
Fenn Manufacturing Company The (precision parts) Hartford

**Machinery**  
Grandahl Tool and Machine Company Hartford

**Machinery**  
Hartford Special Machinery Co The (contract work only) Hartford

**Machinery**  
National Sherardizing & Machine Co (job) Hartford

**Machinery**  
Parker Stamp Works Inc The (Special) Hartford

**Machinery**  
Torrington Manufacturing Co The (special rolling mill machinery) Torrington

**Machinery**  
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport

**Machinery**  
Patent Button Company The Waterbury

**Machinery**  
Special Devices Inc (Special, new developments, engineering, design and construction) Berlin

**Machinery—Automatic**  
A H Nilson Mach Co The (Special) Bridgeport

**Machinery—Automatic Chucking**  
New Britain-Gridley Machine Division

**Machinery—Automatic Chucking**  
The New Britain Machine Co (multiple spindle and double end) New Britain

**Machinery—Automatic Chucking**  
New Britain-Gridley Machine Division

**Machinery—Automatic Chucking**  
The New Britain Machine Co (single and multiple spindle) New Britain

**Machinery—Forming**  
A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport

**Machinery—Paper Ruling**  
John McAdams & Sons Inc Norwalk

**Machinery—Precision Boring**  
New Britain-Gridley Machine Division

**Machinery—Precision Boring**  
The New Britain Machine Co New Britain

**Machinery—Slotting**  
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

**Machinery—Thread Rolling**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Bolt and Nut**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Cold Heading**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery Dealers & Rebuilders**  
Botwinik Brothers New Haven

**Machinery—Metal-Working**  
J L Lucas and Son Fairfield

**Machinery—Metal-Working**  
Bristol Metal-working Equipment Hartford

**Machinery—Metal-Working**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Nut**  
Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury

**Machinery—Screw and Rivet**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Wire Drawing**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Mail Boxes, Apartment & Residential**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Mailing Machines**  
Pitney-Bowes Inc Stamford

**Manganese Bronze Ingot**  
Whipple and Choate Company Bridgeport

**Marine Engines**  
Killborn-Sauer Company (running lights and searchlights) Fairfield

**Marine Equipment**  
Lathrop Engine Co The Mystic

**Marine Reverse Gears**  
Wilcox Crittenden & Co Inc Middletown

**Marking Devices**  
Snow-Nabstedt Gear Corp The New Haven

**Marking Devices**  
Hoggson & Pettis Mfg Co The New Haven

**Marking Devices**  
Parker Stamp Works Inc The (steel and rubber) Hartford

**Matrices**  
W T Barnum & Co Inc New Haven

**Mattresses**  
Palmer Brothers Co Fitchville

**Mechanical Assemblies—Small**  
Waterbury Mattress Co Waterbury

**Mechanical Assemblies—Small**  
M H Rhodes Inc Hartford

**Mechanical Specialties**  
Gregory Manufacturing Co Inc The New Haven

**Mechanical Specialties**  
(Advt.)

# I T ' S M A D E I N C O N N E C T I C U T

<b>Mechanics Hand Tools</b>		<b>Nickel Silver</b>		<b>Phosphor Bronze Ingots</b>	
Bridgeport Hdwe Mfg Corp The (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools)	Bridgeport	Seymour Mfg Co The	Seymour	Whipple and Choate Company The	Bridgeport
<b>Metal Cleaners</b>		Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury	<b>Photographic Equipment</b>	
Apothecaries Hall Co	Waterbury	<b>Nickel Silver Ingot</b>		Kalart Company Inc	Stamford
<b>Metal Cleaning Machines</b>		Whipple and Choate Company The	Bridgeport	<b>Photo Reproduction</b>	
Colt's Manufacturing Company	Hartford	<b>Night Latches</b>		New Haven Printing Company The	New Haven
<b>Metal Finishes</b>		P & F Corbin Division The American Hardware Corp	New Britain	<b>Piano Repairs</b>	
Mitchell-Bradford Chemical Co	Bridgeport	Sargent & Company	New Haven	Pratt Read & Co Inc (keys and action)	Ivoryton
<b>Metal Finishing</b>		Yale & Towne Manufacturing Company The	Stamford	<b>Piano Supplies</b>	
National Sherardizing & Machine Co	Hartford	<b>Non-ferrous Metal Castings</b>		Pratt Read & Co (keys and actions, backs, plates)	Ivoryton
Waterbury Plating Company	Waterbury	Miller Company The	Meriden	<b>Pickles</b>	
<b>Metal Goods</b>		Clark Brothers Bolt Co	Milldale	Goodman Brothers	Meriden
Waterbury Companies Inc (to order)	Waterbury	<b>Nuts, Bolts and Washers</b>		<b>Pin Up Lamps</b>	
<b>Metallizing</b>		<b>Office Equipment</b>		Verplex Company The	Essex
Conn Metal Finishing Co	Hamden	Pitney-Bowes Inc	Stamford	<b>Pipe</b>	
<b>Metal Novelties</b>		Underwood Corporation	Bridgeport & Hartford	American Brass Co The (brass and copper)	Waterbury
H C Cook Co The	32 Beaver St Ansonia	<b>Offset Printing</b>		Bridgeport Brass Co (brass & copper)	Bridgeport
Waterbury Companies Inc	Waterbury	New Haven Printing Company The	New Haven	Chase Brass & Copper Co (red brass and copper)	Waterbury
<b>Metal Products</b>		<b>Oil Burners</b>		Crane Company (fabricated)	Bridgeport
State Welding Company The	Hartford	Miller Company The (domestic)	Meriden	Howard Co (cement well and chimney)	New Haven
<b>Metal Products—Stampings</b>		Petroleum Heat & Power Co (domestic, commercial and industrial)	Stamford	<b>Pipe Fittings</b>	
J H Sessions & Son	Bristol	Silent Glow Oil Burner Corp The	Hartford	Corley Co Inc The (300# AAR)	Plainville
Scovill Manufacturing Company (Made-to-Order)	Waterbury 91	W S Rockwell Company (Industrial)	Fairfield	Malleable Iron Fittings Co	Branford
Waterbury Companies Inc	Waterbury	<b>Oil Burner Wick</b>		<b>Pipe Plugs</b>	
<b>Metal Specialties</b>		Raybestos Div of Raybestos-Manhattan Inc The	Bridgeport	Holo-Krome Screw Corporation The (counter-sunk)	West Hartford
Excelsior Hardware Co The	Stamford	<b>Oil Tanks</b>		<b>Plastic Buttons</b>	
<b>Metal Stampings</b>		Norwalk Tank Co The (550 to 30 M gals., underwriters above and under ground)	South Norwalk	Colt's Manufacturing Company	Hartford
Autoyre Co The (Small)	Oakville	<b>Olives</b>		Frank Parizek Manufacturing Co The	West Willington
Bridgeport Chain & Mfg Co	Bridgeport	John Magee & Co Incorporated	Saybrook	Patent Button Co The	Waterbury
DooVal Tool & Mfg Inc The	Naugatuck	<b>Outlets—Electric</b>		Waterbury Companies Inc	Waterbury
Excelsior Hardware Co The	Stamford	General Electric Company	Bridgeport	<b>Plasticrete Bloc</b>	
Grandahl Tool and Machine Company	Hartford	<b>Ovens</b>		Plasticrete Corp	Hamden
Greist Mfg Co The	503 Blake St New Haven	American Machine & Foundry Co New Haven	Fairfield	<b>Plastic Film Printing</b>	
Hayes Metal Stampings Inc	Hartford	W S Rockwell Company (Industrial)	Fairfield	Glasco Finishing Co The	Glasco
H C Cook Co The	32 Beaver St Ansonia	<b>Package Sealers</b>		<b>Plastic Gems</b>	
J A Otterbein Company The (metal fabrications)	Middletown	Better Packages Inc	Shelton	Colt's Manufacturing Company	Hartford
J H Sessions & Son	Bristol	<b>Packing</b>		<b>Plastic Molders</b>	
Patent Button Co The	Waterbury	Auburn Manufacturing Company The (leather, rubber, asbestos, fibre)	Middletown	General Electric Company	Meriden
Plume & Atwood Mfg Co The (brass, copper and steel)	Waterbury	Raybestos Div of Raybestos-Manhattan Inc The (rubber sheet and automotive)	Bridgeport	<b>Plastic—Moulders</b>	
G E Prentice Mfg Co The	Kensington	<b>Padlocks</b>		Colt's Manufacturing Company	Hartford
Saling Manufacturing Company	Unionville	Corbin Cabinet Lock Div American Hardware Corp	New Britain	Conn Plastics	Waterbury
Scovill Manufacturing Company	Waterbury 91	Sargent & Company	New Haven	Geo S Scott Mfg Co The	Wallingford
Stanley Works The	New Britain	Yale & Towne Manufacturing Company The	Stamford	Watertown Mfg Co The	Watertown
Verplex Company The (Contract)	Essex	<b>Painting—Infra Red Baking</b>		Waterbury Companies Co	Waterbury
Waterbury Companies Inc	Waterbury	Grandahl Tool and Machine Company	Hartford	<b>Plastics—Moulds &amp; Dies</b>	
<b>Meters—Gas</b>		<b>Paints and Enamels</b>		Parker Stamp Works Inc The (for plastics)	Hartford
Sprague Meter Company	Bridgeport	Staminite Corp The	New Haven	<b>Plates—Switch</b>	
<b>Microscope—Measuring</b>		Tredennick Paint Mfg Co The	Meriden	General Electric Company	Bridgeport
Lundeborg Engineering Company	Hartford	<b>Panta</b>		<b>Platers</b>	
<b>Milk Bottle Carriers</b>		Moore Special Tool Co (crush wheel dresser)	Bridgeport	Christie Plating Co	Groton
John P Smith Co The	423-33 Chapel St New Haven	<b>Paperboard</b>		Patent Button Co The	Waterbury
<b>Millwork</b>		Connecticut Corrugated Box Div	Robert Gair Co Inc	Plainville Electro Plating Co The	Plainville
Hartford Builders Finish Co	Hartford	New Haven Pulp & Board Co The	New Haven	Waterbury Plating Company	Waterbury
<b>Millboard</b>		Robertson Paper Box Co	Montville	Chromium Process Company The (Chromium Plating only)	Derby
Raybestos Div of Raybestos-Manhattan Inc The (asbestos)	Bridgeport	<b>Paper Boxes</b>		<b>Platers—Chrome</b>	
<b>Milling Machines</b>		Atlantic Carton Corp (folding)	Norwich	Hartford Chrome Corporation The	Hartford
Rowbottom Machine Company Inc (cam)	Waterbury	National Folding Box Co (folding)	New Haven	Plainville Electro Plating Co The	Plainville
<b>Mill Supplies</b>		New Haven Pulp & Board Co The	New Haven	<b>Platers' Equipment</b>	
Wilcox Crittenden & Co Inc	Middletown	Robertson Paper Box Co (folding)	Montville	Apothecaries Hall Company	Waterbury
<b>Minute Minders</b>		Strouse Adler Co The	New Haven	MacDermid Incorporated	Waterbury
Lux Clock Mfg Co The	Waterbury	<b>Paper Boxes—Folding and Setup</b>		<b>Plating</b>	
<b>Mixing Equipment</b>		Bridgeport Paper Box Company	Bridgeport	Conn Metal Finishing Co	Hamden
Eastern Industries Inc	New Haven	M Backes' Sons Inc	Wallingford	<b>Plumbers' Brass Goods</b>	
<b>Monuments</b>		Warner Brothers Company The	Bridgeport	Bridgeport Brass Co	Bridgeport
Beij & Williams Co The	Hartford	<b>Paper Clips</b>		Keeney Mfg Co The (special bends)	Newington
<b>Motor Switches</b>		H C Cook Co The (steel) 32 Beaver St Ansonia	Stamford	Scovill Manufacturing Company	Waterbury 48
Gaynor Electric Company Inc	Bridgeport	<b>Paper Tubes and Cores</b>		<b>Plumbing Specialties</b>	
<b>Moulded Plastic Products</b>		Sonoco Products Co (Climax-Lowell Div)	Mystic	John M Russell Mfg Co Inc	Naugatuck
Colt's Manufacturing Company	Hartford	<b>Parallel Tubes</b>		<b>Pole Line</b>	
Patent Button Co The	Waterbury	Sonoco Products Co (Climax-Lowell Div)	Mystic	Malleable Iron Fittings Co	Branford
Waterbury Companies Inc	Waterbury	<b>Parkerizing</b>		<b>Polishing Wheels</b>	
Watertown Mfg Co The	117 Echo Lake Road Watertown	Claireglow Mfg Company	Portland	Williamsville Buff Mfg Co The	Danielson
<b>Mouldings</b>		<b>Passenger Transportation</b>		<b>Poly Chokes</b>	
Himmel Brothers Co The (architectural, metal and store front)	Hamden	Connecticut Company The (local, suburban and interurban)	New Haven	Poly Choke Company The (a shotgun choking device)	Tariffville
<b>Moulds</b>		<b>Pet Furnishings</b>		<b>Postage Meters</b>	
ABA Tool & Engineering Co	Manchester	Andrew B Hendryx Co The	New Haven	Pitney-Bowes Inc	Stamford
Hoggson & Pettis Mfg Co The (steel)	New Haven	<b>Pharmaceutical Specialties</b>		<b>Precious Metals</b>	
114 Brewery St	New Haven	Ernst Bischoff Company Inc	Ivoryton	J M Ney Company The (for industry)	Hartford
Lundeborg Engineering Company (plastic)	Hartford	<b>Phosphor Bronze</b>		<b>Prefabricated Buildings</b>	
<b>Moulding</b>		Miller Company The (sheets, strips, rolls)	Meriden	City Lumber Co of Bridgeport Inc The	Bridgeport
Parker Stamps Works Inc The (compression, injection & transfer for plastics)	Hartford	Seymour Mfg Co The	Seymour	<b>Preserves</b>	
Sessions Foundry Co The (heat resisting for non-ferrous metals)	Bristol	Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury	Goodman Bros (and jellies)	Meriden
<b>Napper Clothing</b>				<b>Preservatives—Wood, Rope, Fabric</b>	
Standard Card Clothing Co The (for textile mills)	Stafford Springs			Darworth Incorporated ("Cuprinol")	Simsbury
<b>Nickel Anodes</b>				<b>Press Buttons</b>	
Apothecaries Hall Co	Waterbury			Gaynor Electric Company Inc	Bridgeport
Seymour Mfg Co The	Seymour			<b>Press Papers</b>	
				Case Brothers Inc	Manchester (Advt.)

# I T ' S M A D E I N C O N N E C T I C U T

**Presses**  
Henry & Wright Manufacturing Company The (automatic mechanical) Hartford  
Standard Machinery Co The (plastic molding, embossing, and die cutting) Mystic

**Presses—Power**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Pressure Vessels**  
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) South Norwalk

**Printing**  
Case Lockwood & Brainard A Division of Connecticut Printers Inc Hartford  
Heminway Corporation The Waterbury  
Hunter Press Hartford  
New Haven Printing Company The New Haven

**Printing—Infra Red Baking**  
Taylor & Greenough Co The Hartford  
T B Simonds Inc Hartford

**Printing Presses**  
Grandahl Tool and Machine Company Hartford

**Printing Presses**  
Banthin Engineering Co (automatic) Bridgeport

**Printing Rollers**  
Chambers-Storck Company Inc The (engraved) Norwich

**Production Control Equipment**  
United Cinephone Corporation Torrington  
Wassell Organization (Produc-Trol) Westport

**Propellers—Aircraft**  
Hamilton Standard Propellers Div United Aircraft Corp East Hartford

**Propeller Fan Blades**  
Torrington Manufacturing Co The Torrington

**Pumps**  
Yale & Towne Manufacturing Company The (Tri-rotor) Stamford

**Pumps—Small Industrial**  
Eastern Industries Inc New Haven

**Pump Valves**  
Colt's Manufacturing Company Hartford

**Punches**  
Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St New Haven

**Putty Softeners—Electrical**  
Fletcher Terry Co The Box 415 Forestville

**Pyrometers**  
Bristol Co The (recording and controlling) Waterbury

**Quartz Crystals**  
Crystal Research Laboratories Inc Hartford

**Radiation-Finned Copper**  
G & O Manufacturing Company The New Haven

**Radiators**  
Vulcan Radiator Co The (steel and copper) Hartford

**Radio and Television Components**  
General Electric Company Bridgeport

**Radio Receivers**  
General Electric Company Bridgeport

**Rayon Specialties**  
Hartford Rayon Corporation The Rocky Hill

**Rayon Yarns**  
Hartford Rayon Corporation The Rocky Hill

**Reamers**  
O K Tool Co Inc The (inserted tooth) 33 Hull St Shelton

**Recorders**  
Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury

**Reduction Gears**  
Snow-Nabstedt Gear Corp The New Haven

**Refractories**  
Howard Company New Haven

**Regulators**  
Norwalk Valve Company (for gas and air) South Norwalk

**Resistance Wire**  
C O Jelliff Mfg Co The (nickel, chromium, kanthal) Southport

**Respirators**  
American Optical Company Safety Division Putnam

**Retainers**  
Hartford Steel Ball Co The (bicycle & automotive) Hartford

**Riveting Machines**  
Grant Mfg & Machine Co The Bridgeport  
H P Townsend Manufacturing Co The Hartford

**Rivets**  
I-R Mfg Div of The Ripley Co Torrington  
Raybestos Div of Raybestos-Manhattan Inc The (brake service equipment) Bridgeport

**Rivets**  
Blake & Johnson Co The (brass, copper and non-ferrous) Waterville  
Clark Brothers Bolt Co Milldale  
Connecticut Manufacturing Company The Waterbury

**Rivets**  
J H Session & Sons Bristol

**Rivets (Continued)**  
Plume & Atwood Mfg Co The (brass and copper) Waterbury  
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) Bridgeport  
Raybestos Div of Raybestos-Manhattan Inc The (iron) Bridgeport

**Roasters—Electric**  
General Electric Company Bridgeport

**Rods**  
Bristol Brass Corp The (brass and bronze) Bristol  
Scovill Manufacturing Company (Brass and Bronze) Waterbury 91

**Roller Skates**  
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

**Rolling Mills and Equipment**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Rubber Chemicals**  
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils) Stamford

**Rubberized Fabrics**  
Duro-Gloss Rubber Co The New Haven

**Rubber Footwear**  
Goodyear Rubber Co The Middletown  
United States Rubber Prod Inc (Keds, Kedeettes, Gaytees, U S Royal Footwear) Naugatuck

**Rubber Gloves**  
Seamless Rubber Company The New Haven

**Rubber Heels**  
Danbury Rubber Co Inc The Danbury

**Rubber Products, Mechanical**  
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown

**Rubber Soles**  
Danbury Rubber Co Inc The Danbury

**Rubber Tile**  
Danbury Rubber Co Inc The Danbury

**Rubbish Burners**  
John P Smith Co The 423-33 Chapel St New Haven

**Safety Clothing**  
American Optical Company Safety Division Putnam

**Safety Fuses**  
Ensign-Bickford Co The (mining & detonating) Simsbury

**Safety Gloves and Mittens**  
American Optical Company Safety Division Putnam

**Safety Goggles**  
American Optical Company Safety Division Putnam

**Sandblasting**  
Beij & Williams Co The Hartford

**Sandwich Grills—Electric**  
General Electric Company Bridgeport

**Saw Blades**  
Capewell Mfg Co The (Hack Saw, Band Saw) Hartford

**Saws, Band, Metal Cutting**  
Atlantic Saw Mfg Co New Haven

**Scales—Industrial Dial**  
Kron Company The Bridgeport

**Scissors**  
Acme Shear Company The Bridgeport

**Screens**  
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

**Screw Caps**  
Weimann Bros Mfg Co The (small for bottles) Derby

**Screws**  
Atlantic Screw Work (wood) Hartford  
Blake & Johnson Co The (machine and wood) Waterville

**Screw Machine Products**  
Bristol Company The (socket set and socket cap screws) Waterbury

**Screw Machine Accessories**  
Charles Parker Co The (wood) Meriden  
Clark Brothers Bolt Co Milldale  
Connecticut Mfg Co The (machine) Waterbury

**Screw Machine Products**  
Corbin Screw Div American Hardware Corp New Britain  
Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford

**Screw Machines**  
Scovill Manufacturing Company Waterbury 91

**Screw Machine Accessories**  
H P Townsend Mfg Company The Hartford  
Barnaby Manufacturing and Tool Company Bridgeport

**Screw Machine Products**  
Apex Tool Co Inc The Bridgeport  
Blake & Johnson Co The Waterville  
Bristol Screw Corporation Plainville

**Screw Machine Products**  
Centerless Grinding Co Inc The (Heat treated and ground type only) Bridgeport

**Screw Machine Products**  
19 Staples Street Bridgeport  
Connecticut Manufacturing Company The Waterbury

**Screw Machine Products**  
Corbin Screw Div American Hardware Corp New Britain

**Screw Machine Products**  
Duda & Goodwin Mfg Co Woodbury

**Machine Screw Products (Continued)**  
Eastern Machine Screw Corp The New Haven  
Truman & Barclay Sts New Haven

**Machine Screw Products (Continued)**  
Greist Mfg Co The (Up to 1 1/4" capacity) New Haven

**Machine Screw Products (Continued)**  
Humason Mfg Co The Forestville  
Lowe Mfg Co The Wethersfield

**Machine Screw Products (Continued)**  
National Automatic Products Company The New Britain  
Nelson's Screw Machine Products Plantsville

**Machine Screw Products (Continued)**  
New Britain Machine Company The New Britain

**Machine Screw Products (Continued)**  
Olson Brothers Company (up to 3/4" capacity) Plainville

**Machine Screw Products (Continued)**  
Peck Spring Co The Waterbury  
Plume & Atwood Mfg Co The Waterbury 91

**Machine Screw Products (Continued)**  
Scovill Manufacturing Company Waterbury 91  
Wallace Metal Products Co Inc New Haven

**Machine Screw Products (Continued)**  
Waterbury Machine Tools & Products Co (B & S & Swiss type automatic) Waterbury

**Machine Screw Products (Continued)**  
Watkins Manufacturing Co Inc Milford

**Screw Machine Tools**  
Somma Tool Co (precision circular form tools) Waterbury

**Screws—Socket**  
Allen Manufacturing Company The Hartford

**Sealing Tape Machines**  
Better Packages Inc Shelton

**Seasoning**  
Maggi Co Inc (Maggi's) New Milford

**Sewing Machines**  
Greist Mfg Co The (Sewing machine attachments) 503 Blake St New Haven

**Sewing Machines**  
Morrow Machine Co The (Industrial) Hartford

**Sewing Machines**  
Singer Manufacturing Company The (Industrial) Bridgeport

**Shaving Soaps**  
J B Williams Co The Glastonbury

**Shears**  
Acme Shear Co The (household) Bridgeport

**Shells**  
Wolcott Tool and Manufacturing Company Inc Waterbury

**Sheet Metal Products**  
American Brass Co The (brass and copper) Waterbury

**Sheet Metal Products**  
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham

**Sheet Metal Products**  
United Advertising Corp Manufacturing Division (Job and Production Runs) New Haven

**Sheet Metal Products**  
Waterbury Companies Inc Waterbury

**Sheet Metal Stamping**  
American Buckle Co The West Haven

**Sheet Metal Stamping**  
DooVal Tool & Mfg Inc The Naugatuck

**Sheet Metal Stamping**  
Hall Mfg Co Ansonia

**Sheet Metal Stamping**  
J H Sessions & Son Bristol

**Sheet Metal Stamping**  
Patent Button Co The Waterbury

**Sheet Metal Stamping**  
Waterbury Companies Inc Waterbury

**Shipment Sealers**  
Better Packages Inc Shelton

**Showcase Lighting Equipment**  
Wiremold Company The Hartford

**Shower Stalls**  
Dextone Company New Haven

**Signals**  
H C Cook Co The (for card files) Ansonia

**Sizing and Finishing Compounds**  
32 Beaver St American Cyanamid & Chemical Corp Waterbury

**Sizing and Finishing Compounds**  
American Cyanamid & Chemical Corp Waterbury

**Slide Fasteners**  
G E Prentice Mfg Co The Kensington

**Slide Fasteners**  
Shoe Hardware Div U S Rubber Company Kwik zippers Waterbury

**Smoke Stacks**  
Bigelow Company The (steel) New Haven

**Soap**  
J B Williams Co The (Industrial soaps, toilet soaps, shaving soaps) Glastonbury

**Solder—Soft**  
Torrey S Crane Company Plantsville

**Space Heaters—Electric**  
General Electric Company Meriden

**Special Machinery**  
Henry & Wright Manufacturing Company The Hartford

**Special Machinery**  
H P Townsend Mfg Company The Hartford

**Special Machinery**  
Lundberg Engineering Company Hartford

**Special Machinery**  
National Sherardizing & Machine Co (mandrels & stock shells for rubber industry) Hartford

**Special Parts**  
Greist Mfg Co The (small machines, especially precision stampings) New Haven

**Special Industrial Locking Devices**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Special Tools & Dies**  
Lundberg Engineering Company Hartford

**Special Tools & Dies**  
Gray Manufacturing Company The Hartford (Advt.)

# IT'S MADE IN CONNECTICUT

**Sponge Rubber**  
Sponge Rubber Products Co The Shelton

**Spreads**  
Palmer Brothers Co Fitchville

**Spring Coiling Machines**  
Torrington Manufacturing Co The Torrington

**Spring Units**  
Owen Silent Spring Co Inc (mattresses and furniture) Bridgeport

**Spring Washers**  
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Springs—Coil & Flat**  
Han-Dee Spring and Manufacturing Co The (Coil and Flat) Hartford  
Humason Mfg Co The Forestville  
New England Spring Manufacturing Company Unionville

**Springs—Flat**  
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Springs—Furniture**  
Owen Silent Spring Co Inc Bridgeport

**Springs—Wire**  
Colonial Spring Corporation The Hartford (compression, extension, torsion)  
D R Templeman Co (jewelry) Plainville  
J W Bernston Company (Coil and Torsion) Plainville  
New England Spring Mfg Co Unionville  
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Springs, Wire & Flat**  
Autoyre Company The Oakville

**Stair Pads**  
Palmer Brothers Company New London

**Stamps**  
Hoggson & Pettis Mfg Co The (steel) 141 Brewery St New Haven  
Parker Stamp Works Inc The (steel & rubber) Hartford

**Stampings**  
DooVal Tool & Mfg Inc The Naugatuck  
Han-Dee Spring and Manufacturing Co The (Small) Hartford

**Stampings—Small**  
Greist Manufacturing Co The New Haven  
L C White Company The Waterbury  
Rogers Corporation (Fibre Cellulose Paper) Manchester

**Steel**  
Scovill Manufacturing Company Waterbury 91  
Wallace Barnes Co The Div Associated Spring Corp Bristol  
Waterbury Companies Inc Waterbury

**Steel Castings**  
Hartford Electric Steel Co The (carbon and alloy steel) 540 Flatbush Ave Hartford  
Malleable Iron Fittings Co Branford  
Nutmeg Crucible Steel Co Branford

**Steel—Cold Rolled Spring**  
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Steel—Cold Rolled Stainless**  
Wallingford Steel Company Wallingford

**Steel—Cold Rolled Strip and Sheets**  
Wallingford Steel Company Wallingford

**Steel Goods**  
Merriam Mfg Co (sheets products to order) Durham  
Waterbury Companies Inc Waterbury

**Steel—Magnetic**  
Cinaudagraph Div The Indiana Steel Products Co (Permanent) Stamford

**Steel Strapping**  
Stanley Works The New Britain

**Stereotypes**  
W T Barnum & Co Inc New Haven

**Stop Clocks, Electric**  
H C Thompson Clock Co The Bristol

**Straps, Leather**  
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

**Studio Couches**  
Waterbury Mattress Co Waterbury

**Sunlamps**  
General Electric Company Meriden

**Super Refractories**  
Mullite Refractories Co The Shelton

**Surface Metal Raceways & Fittings**  
Wiremold Company The Hartford

**Surgical Dressings**  
Acme Cotton Products Co Inc East Killingly  
Seamless Rubber Company The New Haven

**Surgical Rubber Goods**  
Seamless Rubber Company The New Haven

**Switches—Electric**  
General Electric Company Bridgeport

**Switchboards Wire and Cables**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Synchronous Motors**  
R W Cramer Company Inc The Centerbrook  
Haydon Manufacturing Co Inc Torrington

**Tanks**  
Bigelow Company The (steel) New Haven  
State Welding Co The Hartford  
Storts Welding Company (steel and alloy) Meriden

**Tape**  
Russell Mfg Co The Middletown

**Tap Extractors**  
Walton Co The 94 Allyn St Hartford

**Taps, Collapsing**  
Geometric Tool Co The New Haven

**Tarred Lines**  
Brownell & Co Inc Moodus

**Tea**  
Upham Food Products Inc package and tea balls Hawleyville

**Telemetering Instruments**  
Bristol Co The Waterbury

**Television Receivers**  
General Electric Company Bridgeport

**Textile Machinery**  
Merrrow Machine Co The Hartford  
2814 Laurel St

**Textile Mill Supplies**  
Ernst Bischoff Company Inc Ivoryton

**Textile Processors**  
American Dyeing Corporation (rayon, acetate) Rockville  
Aspinook Corp The (cotton) Jewett City

**Therapeutic Equipment**  
Airadio Incorporated Stamford

**Thermometers**  
Bristol Co The (recording and automatic control) Waterbury  
Manning Maxwell & Moore Inc Bridgeport

**Thermostats**  
Bridgeport Thermostat Company Inc (automatic) Bridgeport

**Thin Gauge Metals**  
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

**Thread**  
American Thread Co The Willimantic  
Gardiner Hall Jr Co The (cotton sewing) South Willington  
Lloyd E Cone Thread Co The (industrial cotton sewing) Moodus  
Max Pollack & Co Inc Groton and Willimantic  
Wm Johl Manufacturing Co Mystic

**Threading Machines**  
Grant Mfg & Machine Co The (double and automatic) Bridgeport

**Time Recorders**  
Stromberg Time Corp Thomaston

**Timers, Interval**  
Haydon Manufacturing Co Inc Torrington  
H C Thompson Clock Co The Bristol  
R W Cramer Company Inc The Centerbrook

**Timing Devices**  
Haydon Manufacturing Co Inc Torrington  
R W Cramer Company Inc The Centerbrook  
Seth Thomas Clocks Thomaston  
United States Time Corporation The Waterbury

**Timing Devices & Time Switches**  
Haydon Manufacturing Co Inc Torrington  
M H Rhodes Inc Hartford

**Tinning**  
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury  
Wilcox Crittenden & Co Inc Middletown

**Tool Designing**  
American Standard Co Plantsville

**Tools**  
Hoggson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven  
O K Tool Co Inc The (inserted tooth metal cutting) 33 Hull St Shelton

**Tool Chests**  
Vanderman Manufacturing Co The Willimantic

**Tools & Dies**  
Moore Special Tool Co Bridgeport

**Tools, Dies & Fixtures**  
Fonda Gage Company (also jigs) Stamford  
Grandahl Tool and Machine Company Hartford

**Tools, Hand & Mechanical**  
Greist Mfg Co The New Haven  
Parker Stamp Works Inc The (special) Hartford

**Tools, Hand & Mechanical**  
Bridgeport Hardware Mfg Corp The (screw drivers, nail pullers, box tools, wrenches, auto tools, forgings & specialties) Bridgeport

**Toys**  
A C Gilbert Company New Haven  
Geo S Scott Mfg Co The Wallingford  
Gong Bell Co The East Hampton  
N N Hill Brass Co The East Hampton  
Waterbury Companies Inc Waterbury

**Trucks—Industrial**  
George P Clark Co Windsor Locks

**Trucks—Lift**  
Excelsior Hardware Co The Stamford  
George P Clark Co Windsor Locks

**Trucks—Skid Platforms**  
Excelsior Hardware Co The (lift) Stamford

**Tube Bending**  
American Tube Bending Co Inc New Haven

**Tube Clips**  
H C Cook Co The (for collapsible tubes) 32 Beaver St Ansonia  
Weimann Bros Mfg Co The (for collapsible tubes) Derby

**Tubing**  
American Brass Co The (brass and copper) Waterbury  
Scovill Manufacturing Company (Brass and Copper) Waterbury 91

**Tubing—Heat Exchanger**  
Scovill Manufacturing Company Waterbury 91

**Typewriters**  
Royal Typewriter Co Inc Hartford  
Underwood Corporation Hartford

**Typewriters—Portable**  
Underwood Corporation Hartford

**Typewriter Ribbons and Supplies**  
Underwood Corporation Hartford and Bridgeport

**Underclearer Rolls**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Union Pipe Fittings**  
Corley Co Inc The (300# AAR) Plainville

**Upholstery Fabrics—Woolen & Worsted**  
Broad Brook Company (automobile, airplane, railroad) Broad Brook

**Vacuum Bottles and Containers**  
American Thermos Bottle Co Norwich

**Vacuum Cleaners**  
Spencer Turbine Co The Hartford

**Valves**  
Norwalk Valve Company (sensitive check valves) South Norwalk  
W S Rockwell Company (Industrial) Fairfield

**Valve Discs**  
Colt's Manufacturing Company Hartford

**Valves—Automatic Air**  
Beaton & Cadwell Mfg Co New Britain

**Valves—Automobile Tire**  
Bridgeport Brass Company Bridgeport

**Valves—Radiator Air**  
Bridgeport Brass Company Bridgeport

**Valves—Relief & Control**  
Beaton & Cadwell Mfg Co New Britain

**Valves—Safety & Relief**  
Manning Maxwell & Moore Inc Bridgeport

**Varnishes**  
Staminite Corp The New Haven

**Velvets**  
Leiss Velvet Mfg Co Inc The Willimantic  
Velvet Textile Corporation The (velveteen) West Haven

**Ventilating Systems**  
Colonial Blower Company Hartford  
Connecticut Blower Company Hartford

**Vibrators—Pneumatic**  
New Haven Vibrator Company (industrial) New Haven

**Vises**  
Charles Parker Co The Meriden  
Fenn Manufacturing Company The (Quick-Action Vises) Hartford  
Vanderman Manufacturing Co. The (Combination Bench Pipe) Willimantic

(Continued on page 56)

(Advt.)

## It's Made in Connecticut

(Continued from page 55)

<b>Waffle Irons—Electric</b>	
General Electric Company	Bridgeport
<b>Washers</b>	
American Felt Co (felt)	Glenville
Auburn Manufacturing Company The (all materials)	Middletown
Blake & Johnson The (brass, copper & non-ferrous)	Waterville
Clark Brothers Bolt Co	Milddale
J H Sessions & Son	Bristol
Plume & Atwood Mfg Co The (brass & copper)	Waterbury
Raybestos Div of Raybestos-Manhattan Inc The (clutch washers)	Bridgeport
Saling Manufacturing Company (made to order)	Unionville
Sessions Foundry Co The (cast iron)	Bristol
<b>Washers—Felt</b>	
Chas W. House & Sons Inc (Mills & Cutting Plant)	Unionville
<b>Washing Machines—Electric</b>	
General Electric Company	Bridgeport
<b>Watches</b>	
Benrus Watch Co	30 Cherry St Waterbury
New Haven Clock and Watch Co The (pocket & wrist)	New Haven
United States Time Corporation The	Waterbury
<b>Waterproof Dressings for Leather</b>	
Viscol Company The	Stamford
<b>Wedges</b>	
Saling Manufacturing Company (hammer & axe)	Unionville
<b>Welding</b>	
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals)	New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators)	Hartford
Porcupine Company The	Bridgeport
State Welding Co The (Equipment Mfrs & Steel Fabricators)	Hartford
<b>Welding—Lead</b>	
Storts Welding Company (tanks and fabrication)	Meriden
<b>Welding Rods</b>	
Bristol Brass Co The (brass & bronze)	Bristol
<b>Wheels</b>	
Hall Mfg Co	Ansonia
<b>Wheels—Industrial</b>	
George P Clark Co	Windsor Locks
<b>Wicks</b>	
Auburn Manufacturing Company The (felt, asbestos)	Middletown
Raybestos Div of Raybestos-Manhattan Inc The (oil burner wicks)	Bridgeport
Russell Mfg Co The	Middletown
<b>Window &amp; Door Guards</b>	
Hartford Wire Works Co The	Hartford
<b>Wire</b>	
Atlantic Wire Co The (steel)	Branford
Bartlett Hair Spring Wire Co The (Hair Spring)	North Haven
Bristol Brass Corp The (brass & bronze)	Bristol
Driscoll Wire Co The (steel)	Shelton
Hudson Wire Co The (insulated & enameled magnet)	Winsted
Platt Bros & Co The (zinc wire)	Waterbury
P O Box 1030	New Haven
Rockbestos Products Corp (asbestos insulated)	Waterbury 91
Scovill Manufacturing Company Brass, Bronze and Nickel Silver)	Waterbury 91
<b>Wire Arches &amp; Trellises</b>	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
423-33 Chapel St	
<b>Wire Baskets</b>	
Rolock Inc (for acid, heat, degreasing)	Fairfield
<b>Wire Cable</b>	
Bevin-Wilcox Line Co The (braided)	East Hampton
<b>Wires and Cable</b>	
General Electric Company (for central stations, industrial and mining applications)	Bridgeport
<b>Wires—Building</b>	
General Electric Company	Bridgeport
<b>Wires—Telephone</b>	
General Electric Company	Bridgeport

<b>Wire Cloth</b>	
Hartford Wire Works Co The	Hartford
C O Jelliff Mfg Co The (all metals, all meshes)	Southport
John P Smith Co The	New Haven
423-33 Chapel St	Fairfield
Rolock Incorporated	
<b>Wire Drawing Dies</b>	
Waterbury Wire Die Co The	Waterbury
<b>Wire Dipping Baskets</b>	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
423-33 Chapel St	
<b>Wire—Enameled Magnet</b>	
Sweet Wire Co	Winsted
<b>Wire Formings</b>	
Autoyre Co The	Oakville
G E Prentice Mfg Co The	Kensington
Verplex Company The	Essex
<b>Wire Forms</b>	
Colonial Spring Corporation The	Hartford
Connecticut Spring Corporation The	Hartford
Humason Mfg Co The	Forestville
New England Spring Mfg Co	Unionville
Wallace Barnes Co The Div Associated Spring Corp	Bristol
<b>Wire Goods</b>	
American Buckle Co The (overall trimmings)	West Haven
Patent Button Co The	Waterbury
Scovill Manufacturing Company (To Order)	Waterbury 91
<b>Wiremolding</b>	
Wiremold Company The	Hartford
<b>Wire Partitions</b>	
Hartford Wire Works Co The	Hartford
John P Smith Co The	New Haven
423-33 Chapel St	
<b>Wire Products</b>	
Clairglow Mfg Company	Portland
<b>Wire Reels</b>	
A H Nilson Mach Co The	Bridgeport
<b>Wire Rings</b>	
American Buckle Co The (pan handles and tinner's trimmings)	West Haven
<b>Wire Shapes</b>	
Bridgeport Chain & Mfg Co	Bridgeport
<b>Wire—Specialties</b>	
Andrew B Hendryx Co The	New Haven
<b>Wood Handles</b>	
Salisbury Cutlery Handle Co The (for cutlery & small tools)	Salisbury
<b>Woodwork</b>	
C H Dresser & Son Inc (Mfg all kinds of woodwork)	Hartford
Hartford Builders Finish Co	Hartford
<b>Woven Awning Stripes</b>	
Falls Company The	Norwich
<b>Woven Felts—Wool</b>	
Chas W. House & Sons Inc (Mills & Cutting Plant)	Unionville
<b>Yarns</b>	
Hartford Spinning Incorporated (Woolen, knitting and weaving yarns)	Unionville
Aldon Spinning Mills Corporation The (fine woolen and specialty)	Talcottville
Ensign-Bickford Co The (jute carpet)	Simsbury
<b>Zinc</b>	
Platt Bros & Co The (ribbon, strip and wire)	Waterbury
P O Box 1030	
<b>Zinc Castings</b>	
Newton-New Haven Co Inc	688 Third Ave West Haven

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## Service Section

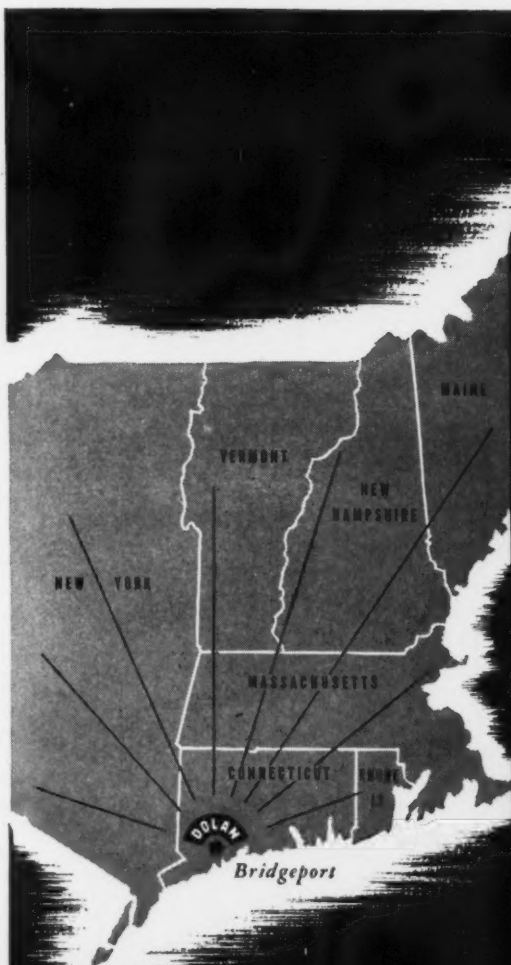
FOR SALE: 20 ton Ohio Locomotive Crane. Standard gauge. 50 ft. boom. Westinghouse direct-connected Turbine Generator Unit and 54 inch steam boiler. Will include 36 inch lifting magnet and 1/2 yard Hayward Bucket. Address SE-3247.

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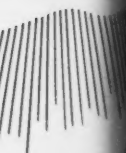
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